A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Incorporating *International Commerce*

MAY 31, 1971

Commerce Today

Coming Developments in Business and Technology

FROM THE SECRETARY

Goodwill In The Marketplace

Many of the practices and products of American business are coming under attack today by critics of business. These attacks cover a wide range. Some are reasonable, some are unreasonable. Some are objective, some are less so.

Business is not always right, and its critics are not always wrong, by any means. Many of their complaints are valid, and all of us will benefit from correcting the wrongs they attack.

Critics

But it is just as true that in most of these attacks the critics have lost all sense of proportion. They have lost sight of how much is good in the American business system.

They have come on strong, in today's vernacular, lacking any acknowledgment that the good outweighs the bad by a ratio of 100 to one in our system.

The batting average of American business in consumer satisfaction with the overwhelming majority of transactions is far greater than its critics concede.

Considering the millions of transactions that take place every day, the number of dissatisfactions and complaints is infinitesimal.

But the attacks get the headlines. By searching for the exceptions, by concentrating on them in every possible public forum, the critics have begun to shatter public faith in the system itself, rather than correcting the faults which they want corrected and which all of us want ended.

Antagonists

The idea—the concept—the charge that business and the consumer are natural antagonists is absurd.

The suspicion which has been planted, that American business is callously indifferent to the interests of the consumer—that it is out to take advantage of him or shortchange him—simply has no foundation in fact.

Every sensible businessman knows that a customer can be deceived once, but he won't be back.

The American economy did not grow to a trillion dollar Gross National Product—with nearly two thirds of it going to consumers—through the schemes of the malefactors, and the quick-buck artists who represent nothing more than a tiny fringe of the business community.

We have achieved our economic heights and our personal standard of living—we have achieved the highest quality goods at the least possible cost on the face of the earth—through an honest, responsible business community which gives value received.

Today it is constantly improving the quality of products paid for by the customer.

It is giving more and more for the dollar.

The preponderant, responsible majority of American business is working to earn the goodwill of the consumer, just as hard as it is working to achieve profits.

In our marketplace, goodwill is the disposition of the satisfied customer to return uninvited. On this hangs the success or failure of every business and of our system itself.

Maurice H. Stans

Commerce Today

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Vol. I, No. 17, May 31, 1971

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Further Advances In Productivity In 1971 Will Help Offset Inflationary Pressures

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

One of the most promising aspects of the economy in 1971 is the probability of significant gains in productivity. The prospective advances in output per manhour will partially offset rising wage rates, thereby slowing the uptrend in unit labor costs and reducing inflationary pressures.

Output per manhour generally rises over time but the pattern has been irregular for the past several years. It was sluggish from late 1968 to early 1970, but has been in an uptrend since then, except for an interruption caused by the auto strike. The productivity gains over the past year appear to be attributable mainly to cost-cutting efforts of businessmen as they adjusted to the economic slowdown and the squeeze on profits.

An additional factor—rising output—is now influencing productivity and will tend to keep it moving upward. Productivity normally increases substantially as the economy moves from under-utilization of our resources of men and machines toward full employment. The output produced per manhour is adversely affected if we fail to utilize enough of our resources or if we overheat the economy and strain our resources.

Thus, above-average productivity gains can be expected as the economy moves toward full employment. An additional factor pointing toward significant productivity gains is the continuing high volume of new plant and equipment spending, which can be expected to rise further as the economy gathers strength. In recent years an increasing proportion of capital investment has been focused on modernization and cost-cutting rather than increased capacity.

In the unit labor cost equation, productivity gains are subtracted from increases in hourly compensation. As the table below shows, unit labor costs increase only moderately if there are substantial gains in productivity to offset wage increases. Conversely, unit labor costs increase sharply when productivity levels off.

Private Non-Farm Economy
Percentage Change At Annual Rate

	Output Per Manhour	Compensation Per Manhour	Unit Labor Cost
1967 4Q–'68 4Q	2.9%	8.0%	5.0%
1968 4Q–'70 1Q	—0.8%	6.6%	7.4%
1970 1Q–'71 1Q	3.2%	7.3%	4.0%

Thus, the above-average productivity gains expected in 1971 will moderate the uptrend in unit labor costs. This in turn will reduce the upward pressure on prices. And, to complete the circle, the moderation of prices at the consumer level will relieve some of the pressure for higher wages.

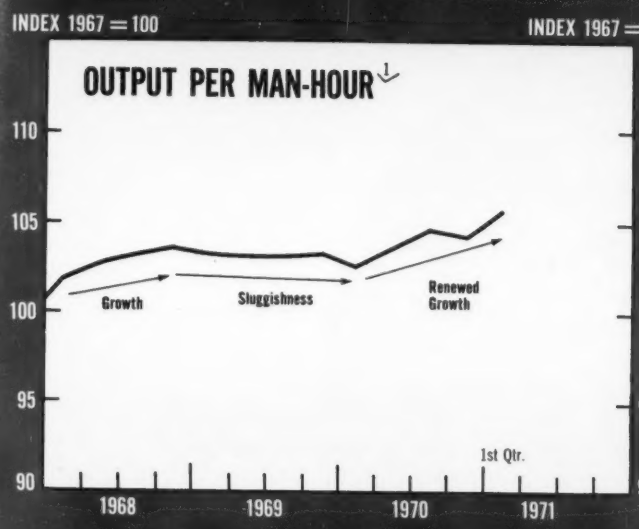
The recent trend in consumer prices—showing a slower increase thus far in 1971—reflects progress in bringing inflation under control.

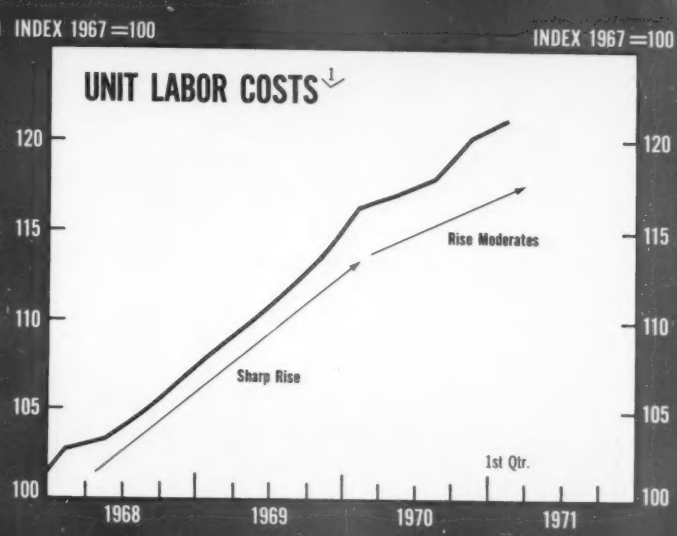
Other economic developments

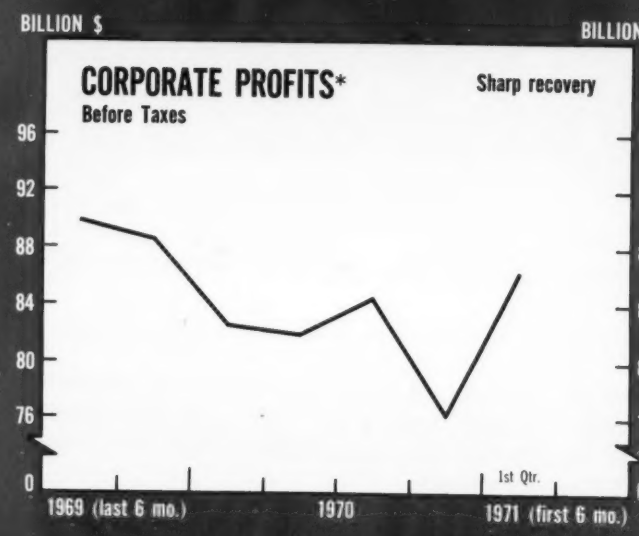
The first quarter recovery in production and productivity brought a substantial rebound in corporate profits to the highest level since the fourth quarter of 1969.

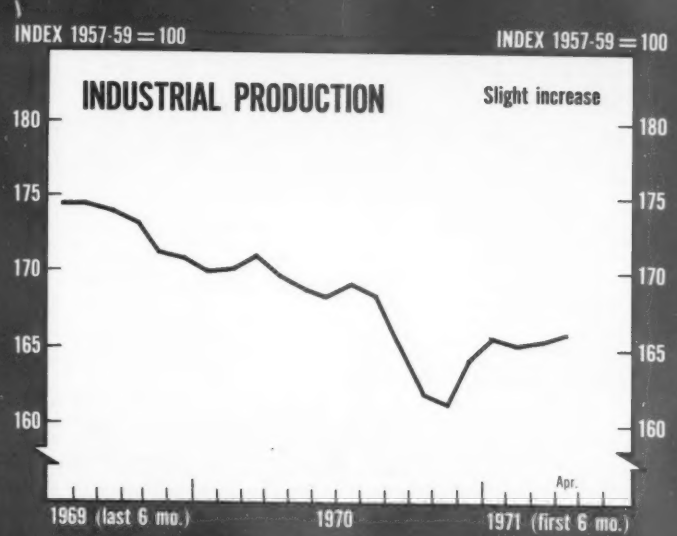
Industrial production continued to advance moderately in April, indicating that the upswing is spreading beyond autos and steel. The continued high level of housing starts in April suggests that the Administration goal of 2 million starts in 1971 is well within reach.

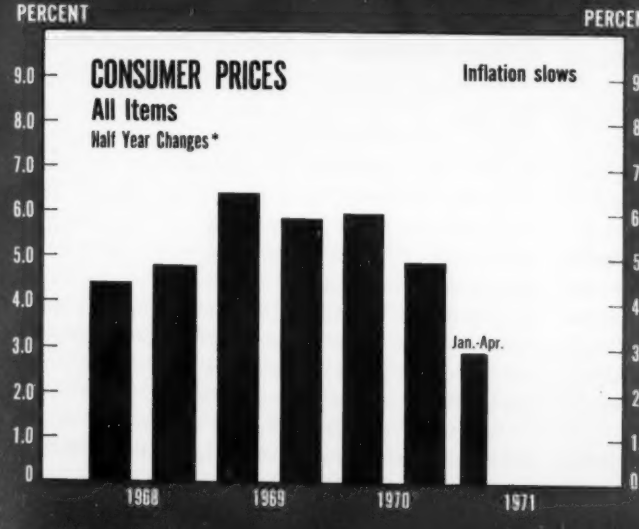
Latest Indicators

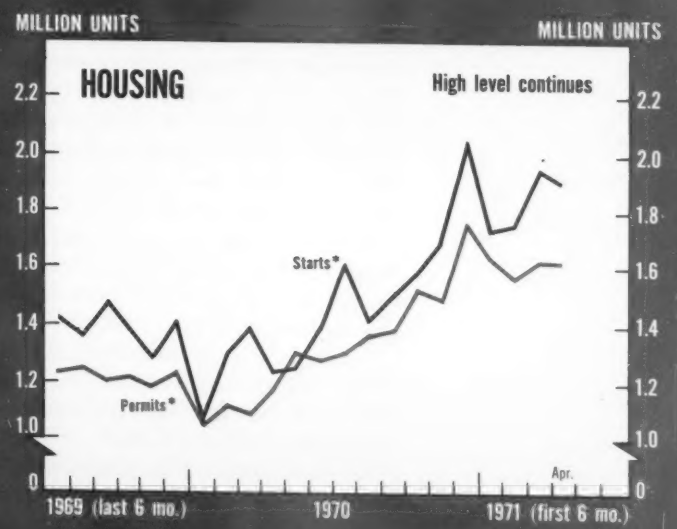












* Annual rates.

Private non-farm economy

All data seasonally adjusted.

Commerce Today

May 31, 1971

Vol. I, No. 17

Lack Of U.S. Action In World Standards Costs Exporters $

Senate Hearing To Consider Measure Involving Government/Industry Approach To A Solution

A Senate hearing is expected soon on legislation proposed by the Department of Commerce which could eventually involve millions of dollars in exports by U.S. industry.

The bill is the International Voluntary Standards Cooperation Act of 1971. Hearings are to be conducted by the Senate Commerce Committee's Subcommittee on International Trade and Tourism.

What is at stake is effective access of U.S. products to significant foreign markets by assurance that they comply with standards and procedures in use there. This is an issue which has failed, for some reason, to concern much of this nation's top management even though its consequences mean the loss of dollars to U.S. business.

Inadequate U.S. participation in international standards development increasingly tends to place American goods at a disadvantage in the market place of the world.

In past years, U.S. standards, of which there are now about 20,000 written by the private voluntary standards system, were largely acceptable to the nation's trading partners because of this country's superior technology.

But times are changing and it can no longer be assumed that U.S. standards will be the preferred ones.

Prime example

A prime example is color television. Differences in European and U.S. color television standards were dramatically emphasized when satellite communication became possible. Complex converters had to be introduced to allow interchange of programs. Moreover, U.S. television programs cannot be taped here and fed directly into transmitters of European origin. Adoption by the Europeans of a color television system incompatible with American is estimated to have cost U.S. industry many millions of dollars.

Ideally, from this country's point of view, international standards should reflect U.S. engineering practices. But because of the lack

MAKE SURE IT FITS: *International standards help prevent embarrassments in world trade. The cost of returning bulky items can be prohibitive. Other items cannot move in world trade simply because standards in their country of origin differ from those adopted through international agreements. This pipelaying vehicle is carrying precast concrete pipe; its "standard" tires are 10½ feet tall and weigh 4,300 pounds.*

of involvement in international standards, there is presently no interchangeability, for example, between quarter-inch pipe and metrically-measured pipe used abroad. U.S.-manufactured electrical appliances have never been usable in Europe without adapters and converters.

An objective long-range approach to international standards development is clearly needed and that is what Commerce's new bill provides.

The bill calls for appropriate participation by all affected U.S. interests in international standardization activities to promote international trade while assuring that the legitimate interest of consumers and small businesses are protected. Cooperation with foreign standards-making bodies, with provision for appropriate policy guidance by the Secretary of Commerce, as provided in the bill, will foster development of international standards which serve the public interest.

Differences in language, legal systems and terminology, plus the distance between buyer and seller, constitute obstacles which are smoothed when there are mutually understood standards which describe products that the purchaser can specify and the seller can supply.

Development of an international system of standards would provide the atmosphere in which the United States could trade in world markets on an equal footing with other nations, not handicapped by standards that are incompatible with American.

Recognition of the need for harmonization of national standards has led to the creation of international standards bodies of a non-treaty nature, notably the International Organization for Standardization (ISO), the

International Electrotechnical Commission (IEC), and the Pan American Standards Commission (COPANT). These organizations work to produce international standards compatible with the needs of their members. Many of the national bodies represented in these international standards organizations receive policy guidance and funds from their governments. The notable exception is the U.S. where the federal role in international standards activities has been largely one of providing technical information and the services of technical experts.

The U.S. representative in these organizations is the American National Standards Institute (ANSI) but industry's participation is greatly disproportionate to American trade interests and there is no continuity of representation.

"At a time when Western Europeans are increasing their participation in ISO and IEC activities, the U.S. level of participation is not keeping pace," says Richard O. Simpson, Deputy Assistant Secretary of Commerce for Product Standards. "Due to inadequate financial support from industry," he points out, "ANSI is presently reviewing some 25 ISO committees to determine priorities based on available financial resources. In short, the U.S. is looking to do less when we ought to be doing more."

Should Western Europe form itself into an economic union as is talked about, that part of the world would then have an economy the approximate size of the U.S.

"For an economy of this size," says Simpson, "they will need approximately 20,000 industrial standards, the number that presently exists in the U.S. If, as is their stated purpose, they will adopt ISO and IEC standards to meet the standards needs of this economic union, then there will need to be approximately 20,000 ISO and IEC standards. Presently only 2,000 such standards exist."

Simpson points out further that more than half of the total existing standards were written in the last three years. Projecting this trend forward, they can be expected to write approximately 18,000 in this decade.

"If U.S. practice is to be reflected in these standards, it is imperative that the U.S. participate effectively in the writing of such standards starting now," says Simpson.

European countries striving to reduce intra-European trade barriers began efforts to coordinate standards at the regional level in the early 1960s. Members of the national standards bodies of the Common Market and European Free Trade Association formed the European Standards Coordinating Committee (CENEL).

More recently, the United Kingdom, France, and Germany formed a Tripartite Committee to bring together the authority of these governments and the technical knowledge of the national standards bodies in the effort toward total harmonization in the standards area. A Tripartite Accord on Electronic Components completed in April 1970 by these nations describes the rules for a "total harmonization" scheme for electronic components. It includes provisions for agreeing on common standards; rules for the operation of an international quality assurance system; and finally a system of applying a "mark of conformity" indicating compliance with the rules of the Accord. Membership in the Accord is presently restricted to Western European countries.

The Accord also calls for an "authorized institution" in each country to operate the harmonized system. The makeup of this institution can be either governmental, private,

COLOR TV BARRED ABROAD—*U.S. color television is a prime example of a product which cannot be exported to Europe because it does not conform to international product standards. When satellite communication became possible, complex converters had to be introduced to permit interchange of programs between nations. This has cost U.S. industry millions.*

or a combination of both, but it must be authorized to speak with authority on behalf of all interests in the country, government, and industry. The "authorized institution" must provide for product testing by approved laboratories to assure compliance with an applicable standard and for the use of a mark or stamp certifying that the tested product conforms to the standard. The "mark of conformity" must be accepted by all participating countries without further testing.

This type of harmonization of national standards between countries can serve to expand international trade between the participating nations. However, exclusive arrangements for product testing and certification procedures become non-tariff barriers against those nations, such as the U.S., which are not participating because those products which do not bear an accepted "mark of conformity" may have to undergo the expense of further testing.

"The important thing from our point of view," says Simpson, "is that the rules governing this scheme restrict the membership to Western Europe only; no other countries can join and there is no accession clause for other countries to participate. U.S. products, which may be identical in all respects, except they will not bear the certification mark, may be denied effective access to this market."

U.S. complains to GATT

The U.S. has complained in GATT (General Agreement on Tariff and Trade) that this system is a non-tariff trade barrier because of its exclusive membership nature. Negotiations are under way that are hoped will result in expanding the membership to include the U.S. However, if the U.S. is successful in these negotiations, the nation's industry may still have a problem. The rules for participation in this certification club require that each country have an organization that speaks for all interests of that country in matters of international standardization.

In Europe the organizations center around ANSI's counterparts, the national standards institutes. This country has no such body representing both industry and government.

The Commerce bill would enable the U.S. interests to participate effectively in the development of such international certification arrangements. It would also give Commerce the responsibility to act as a focus for the efforts of the Federal Government.

The proposed legislation would clarify the authority of the Department of Commerce to promote voluntary international standardization activities and would provide authority for the issuance of grants to qualified private non-profit organizations for the promotion and development of international standards. Only where development of standards through private participation is inadequate to protect the public interest would the Secretary of Commerce assume a larger role.

A DIFFERENCE OF COLOR—*Oxygen hose used to supply cutting tools, as seen here, is standardized in this country with the color green. European oxygen hose is blue, therefore U.S. hose cannot be exported to Europe because industry did not participate in international discussions on such hose when standards were set abroad.*

This expanded role of the government in stimulating the development of compatible international standards is necessary if barriers to the interchange of goods and services are to be minimized and a competitive free economy in the world market maintained. An effort to increase common or compatible international standards, to reconcile standards differences, and to help develop as broad a trade base as possible in international markets is essential.

The proposed legislation is aimed at supporting the development of a strong and growing trade in present markets and markets of tomorrow through early and effective participation in international standards activities, on the part of U.S. industry, professional organizations, representatives of the consumer, and the Federal Government.

—Office of Assistant Secretary for Science and Technology

Survey Seeks Answers To Industry Water Needs Over Next Fifty Years

Voluntary Canvass Will Poll 16,000 Firms

PURE WATER—*Pollution control laws prohibit the discharge of wastewaters into Lake Tahoe, one of the purest lakes in the world. The Tahoe Wastewater Treatment Authority has installed an advanced wastewater treatment facility to purify the water. Treatment of water will make a difference in the water available for manufacturing use tomorrow.*

Three quarters of the earth's surface is covered by water. For this reason, a century ago to doubt its quality, to question its abundance and its availability to take care of the needs of the population and the industrial concerns, would have been termed ludicrous.

Today, however, a greatly increased populace and an advanced technology and science, applied in industries to produce more and better products for the growing number of inhabitants of the world, have made these problems all too real. High priorities have been placed on solving the critical issues of the quality and the adequacy of water resources in the United States by both government and business.

The policy of the U.S. Congress to encourage the conservation, development and utilization of water and related land resources on a comprehensive and coordinated basis is implemented through the Federal Water Resources Council, River Basin Commissions and Federal-State Interagency Coordinating Committees. The Secretary of Commerce is an associate member of the Council, and Commerce Department officers have served

as Commissioners on the River Basin Commissions and as committeemen on the Interagency Coordinating Committees.

It is within the Commerce Department that lies the greatest concern for all aspects of water use and future water needs for industry—and, in particular, for the manufacturing sector. In fact, the Water Resources Council is urging that Commerce's Bureau of Domestic Commerce be made the lead agency for assessing and forecasting industrial water use and for correlating water requirements.

Third largest user

The manufacturing sector of the Nation is now the third largest user of water in the country, trailing only power generation and agriculture. "And," said K. L. Kollar, Director of Construction and Engineering Div., Water Resources Branch, for BDC, "by the turn of the century, manufacturing use of water will be second only to power generation."

According to Kollar, manufacturers use more than 45 billion gallons of water per day (bgd). "Industrial water use practices," he added, "are distinct from municipal water requirements or any other of the major water use categories. Municipal water use projections are based on population and per capita water use, while industrial projections are determined by different parameters. Manufacturers receive only 10 percent of their water needs from public water systems, with the remaining 90 percent obtained from their own water supply systems."

Nearly 67 percent of industrial water intake is used for cooling purposes (of which 20 percent, incidentally, is salt water). Twenty-six percent is used in processing operations and only seven percent is used for sanitary and other purposes.

Manufacturers, Kollar explained, often recirculate and reuse intake water several times before discharging it from their plants—a practice not shared by commercial and residential users, which as a rule employ the once-through method. "Overall," Kollar said, "industry recirculates water about 2.2 times for a real total water usage of about 100 bgd."

Actually, process water is recirculated about 4.5 times. But proper analysis is difficult to make, since there are significant inter-industry variations in water use for the large water-using industries, intra-industry

INDUSTRIAL WATER—*How water-user manufacturers take their profile of plant water's characteristics is important to sound decisions on water management, according to Calgon Corporation.*

differences depending on the stage of technology, and regional variations due to availability of water. In addition, the composition of the present and anticipated industrial mix within a geographic area is a further complicating consideration. Kollar cites an example of this as the Kaiser plant in Fontana, Calif., which withdraws only 2,000 gallons of water to produce a ton of steel, contrasted with the Great Lakes area, where about 40,000 gallons of water are withdrawn for that same ton of steel.

In a study made of the Great Lakes Basin in 1968 by the Commerce Department, an analysis and projection of the results, based on Office of Business Economics growth projections and assumption of high achievement in water conservation by industries, pointed out that water depletion in that planning area could become a serious constraint to industrial expansion. By the year 2020, that area (including the Chicago metropolitan

area) could be evaporating more water through its industries than the metropolis now withdraws from Lake Michigan for all its uses.

Since continued economic growth depends on an adequate water supply to meet the needs of industrial manufacture, as well as all the other needs of the people, agriculture, business and government, the role of assessing and forecasting these needs to plan for optimum water resources development has become of prime importance.

In order to insure more accurate estimates on how much water industry will require for production in twenty years, and even fifty years from now, BDC needs more dependable and complete information from manufacturers than it now has at its fingertips.

Census of Manufactures

BDC was instrumental in instituting the present Census of Manufactures canvass on water use in manufacture, which has been conducted by the Census Bureau since 1953 and which covers all manufacturing establishments that report water withdrawals from all sources equal to or exceeding 20 million gallons for the census year. In 1968, the last year in which the canvass was made, about 9,000 establishments met that criterion and were required to provide data on sources and quantities of water withdrawn, uses within the plant, overall recirculation or reuse, quantities and points of discharges, treatment of incoming water, recirculated water and discharges by type of treatment.

THE SUPPLY FOR THE DEMAND—*Water problems begin with water supply. A water specialist collects a sample for analysis to help him determine the nature of his client's supply—a valuable knowledge for scientific planning of a good water program.*

Although this census data are invaluable, because of Census Bureau restrictions by law against the disclosure of data that reveals information on an individual or a plant, the information becomes limited. The Census Bureau finds in reporting on Standard Information Classification (SIC) groupings, as these SIC groups become broader, the geographic locations become smaller making it easier to assume identities on plants. Therefore, much information must be withheld for confidentiality.

Therefore, these reports do not provide the geographic or industry detail that is needed for comprehensive river basin studies and other water assessments of industrial requirements.

In order to fulfill its responsibility of assessments and mid-range to long-range projections of industrial water requirements of the Nation as a whole and of approximately 200 defined subregions, BDC must have more detailed data, to reflect current industrial water resources needs, according to Robert Brewer, Program Manager of the Water Resources Program.

The answer to finding this information is the implementation of a new survey on "Water Requirements for Industrial Growth."

"The survey is a voluntary one. Questionnaires have been mailed to some 16,000 manufacturing establishments in 270 four-digit large water-user industries to obtain individual plant information," Brewer said.

The industries selected for the survey represent only 3 percent of the firms in the country, but they also represent 98 percent of the Nation's industrial water users, and, therefore, the results will give the Commerce agency a more dependable base on which to make their projections.

Questions asked include the amount of water intake, by source; gross water, by purpose; water discharged, at point of discharge; treatment of intake water, by purpose; employment at the plant. Forecasts based on knowledge of these factors will be more accurate than those based simply on extensions of past trends.

With this information, BDC can be sure

that the water requirements of manufacturing industries are properly accounted in regional and river basin water resources development planning by:

- Assessment and projection of gross water requirements, water intakes, and consumptive losses associated with changes in manufacturing output and industry mixes.
- Early identification of water supply and water use constraints to industry growth and expansion.
- Early identification of water supply and water use incentives to industry growth and expansion.

When all of the forms have been returned, reviewed, evaluated and analyzed, the Bureau can also assure that the information is available for development of policies in regard to manufacturing and the water resource concerning water resource allocations, industry siting, water conservation incentives, and water resources development planning evaluation.

Confidentiality will be protected in this Bureau of Domestic Commerce survey, for which the Census Bureau is the collecting agent. The summaries of the data will not name companies or establishments nor reveal individual company data, but will indicate the water needs of the total manufacturing sector and industry groups by major river basins and multi-county planning areas.

Need to cooperate

To solve the problem of matching water demands to water supply, optimum arrangements must be made to meet all foreseen reasonable demands. Since industry water requirements are the major demand in many river basins, these demands must be identified and quantified as early in the planning period as possible.

William H. Weitzel, Vice President, Water Management Division of Calgon Corporation, indicates that the survey is not just another governmental form adding to the papers piling up on businessmen's desks. "It's important," said the Calgon executive.

"In any phase of business," Weitzel continued, "planning is one of the most critical elements. We must plan for new markets, new products, new strategies, and for reliable sources of raw material. As a water management company, Calgon naturally is concerned with water and we encourage all plant managers to forecast their water requirements as carefully as they would any other aspect of their operations."

SOLVING A WATER PROBLEM—*Reclaimed water helps pay the cost of one carpet mill's water control system. Replies to the BDC questionnaire may solve other problems for the entire industry.*

Completing the BDC survey questionnaire on "Water Requirements for Industrial Growth" will help industrial plant managers realize two major benefits, he added.

"First, they will obtain important information about their present water usage practices which will be helpful in current operations; secondly, they will obtain a much better idea of total water requirements for the future. All in all, the findings of the survey will enable the Commerce Department and individual companies to identify potential problem areas in water supply, and to plan more intelligently for water utilization and recycling."

Weitzel hopes manufacturers are cooperating on the survey. "Since the success of the survey depends upon the completeness of response, I would urge," he said, "all plant managers and operations managers to complete the survey questionnaire and return it to the Commerce Department promptly."

—Bureau of Domestic Commerce

Talks In Ireland Held Promising For Wider U.S. Investment, Trade

Technology, Tourism Seen As Growing Links In Development Effort; Projects Being Readied

Current business opportunities in six nations across the Atlantic were the focus of talks with leaders in those countries by a team of Commerce Department trade officials led by Secretary Stans. This report covers the observations made in meetings in Ireland, April 17-19. Subsequent reports will discuss Spain, Greece, Iran, Romania and Austria. Commerce Department trade officials who accompanied Secretary Stans on the visit from April 17 to May 4 were Robert McLellan, Assistant Secretary for Domestic and International Business; Lawrence A. Fox, Deputy Assistant Secretary for International Economic Policy, and Tom McSpadden, Special Assistant to Mr. McLellan.

In discussions with Irish Government leaders on U.S.-Irish economic relations, which emphasized investment and tourism, Secretary Stans and Commerce Department officials encountered an Ireland that has undergone dramatic changes in the past dozen or so years, an Ireland that has made significant economic and social progress and which presents numerous opportunities for American business.

During the visit in Ireland the U.S. delegation met with Prime Minister John Lynch, Minister for Foreign Affairs Patrick Hillery, Minister for Finance George Colley, and Minister for Industry and Commerce Patrick Lalor.

Investment opportunities

Secretary Stans found a favorable investment climate in Ireland. The Government of Ireland remains anxious to attract foreign investment and acknowledges the contributions which private investment can make toward economic and social progress. Since 1958, the Government has actively sought and encouraged such investments under the very liberal incentives of Ireland's investment program. Foreign firms have been also attracted to Ireland because of the duty-free access to the British market that Irish industrial goods enjoy as well as an eye by these firms toward eventual Irish membership in the Common Market. Primary emphasis has been placed by the Government on

productive investment preferably in private sectors and in industries capable of competing in export markets.

In conversations with the Irish Government officials as well as with both American and Irish businessmen during his visit, Secretary Stans was impressed with the effort made to attract foreign investment and the progress that has been made. In the last dozen years, over 350 manufacturing and assembly facilities have been established by U.S. and other foreign companies in addition to 150 Irish owned plants. An estimated $230 million has been brought into Ireland by foreign firms.

Approximately 25 percent of these operations have been established by American firms, including such well-known ones as Abbott Laboratories, Charles Pfizer, General Electric, Continental Can Company, IBM, Standard Pressed Steel and Jonathan Logan. Products manufactured include pharmaceuticals, confectionery, electronic components and equipment, clothing, and precision industrial fasteners. Forty percent of the operations established are British, while Germany accounts for 20 percent, followed by the Netherlands, 5 percent.

Irish officials provided a list of projects their Government believes should be of interest to potential U.S. investors. Secretary Stans offered the assistance of his department's international investment specialists in transmitting them to Americans.

Detailed surveys on most of the projects have not yet been undertaken, but additional information on the development program can be obtained from the U.S. Department of Commerce and the Irish Industrial Development Authority (IDA).

The projects mentioned are in these fields: automobile parts and accessories, machine parts and machinery, hydraulics, hand and power tools, security devices, air conditioning and environmental control equipment, industrial process control equipment, frozen foods.

Also, processed meat products, ready meals, potato products, pet foods, sports equipment, electrical and mechanical consumer durables, plastic products, glass fibre products and fabrics, nonwoven textiles and products and bonded fibre fabrics.

INDUSTRIAL LINK—*United States and Irish interests are associated in the Crown Controls, Ltd., plant in Galway that produces forklift trucks. The American partner is the Crown Control Corp., New Bremen, O.*

The Secretary found that for American investors the Irish economy presents both opportunities and challenges. Despite the present sluggishness in domestic investment in Ireland the flow of foreign investment into Ireland remains generally high. Although rising, Irish wages are still relatively low compared to many other European countries. In combination with technological, marketing and managerial skills which American firms bring to Ireland, Ireland's relatively low labor costs can still be an important ingredient in successful offshore operations.

Incentives offered

The Department of Commerce delegation was told that the Irish Industrial Development Authority offers positive forms of assistance which are available to American investors. (The IDA maintains an office at 410 Park Ave., New York, N.Y. 10022.) This assistance includes cash grants toward the fixed assets of new industrial undertakings. The basic grant is 35 percent. For American investors who establish operations in those areas of Ireland designated by the IDA as development areas, including the Shannon Industrial Estate, a basic grant of 50 percent is available. Further grants are available for special projects which make extraordinary contributions to the economy, taking into account such things as the significance and character of employment offered, technological content of the project, growth rate and contribution to Irish ex-

U.S. INVESTMENT AT WORK IN IRELAND—*The Technicon, Ltd., plant in Dublin is affiliated with Technicon Instruments Corp., New York; at right is a scene in a bathroom scales plant in Sligo in which Hanson Scales, Chicago, has an interest. (For a recent U.S. investment in Ireland, see photo on Page 37.)*

ports. Combined with a 15-year tax holiday on earnings derived from exports, or in the case of the Shannon Industrial Estate until 1990, these inducements constitute an attractive package that will significantly benefit the right kind of investors.

Secretary Stans and Irish officials discussed programs in both the United States and Ireland to deal with mounting environmental problems, especially as they are related to new investment projects. The Secretary emphasized to these officials the desirability of centralizing responsibility for environmental matters in one government authority so that foreign investors could speedily obtain the necessary guidance and approval for projects.

Economic background

In 1958, the Irish Government introduced the First Program for Economic Expansion to counteract the low rate of growth then experienced by the economy which had contributed to the mass emigration of thousands of the country's young people. Operating within the guideposts of three successive economic programs and aided by the inflow of foreign capital and technology, a much-needed industrial base has been extended and the economy is finally evolving from too great dependence on agriculture toward better balanced diversification in the cities and countryside.

But along with the economic progress Ireland has achieved, the problems faced by advancing economies also have emerged, Secretary Stans was told.

The expansion of economic activity slowed down considerably in 1970. Growth in the economy fell to less than 2 percent. This slowing down is attributed to some loss of competitiveness caused by rapid increases of domestic costs and prices. A number of major strikes also contributed in part to the sluggish economic performance.

Despite these negative aspects, Irish officials pointed out to Secretary Stans and other members of the Commerce delegation that there are indications that economic activity is picking up and that Irish manufacturers queried in the most recent quarterly industrial survey were generally optimistic with regard to predictions on both output and investment.

Export opportunities

An aspect of Ireland's failure to improve her trade balance is her large and rising demand for imports which last year amounted to 41 percent of GNP. The need for economic growth assures a steady and rising demand for capital goods, much of which will come from the United States.

The Government investment program for the present year includes expenditures of over $54 million to develop the national electricity grid and additional sums for the telephone system and other infrastructure investments. The Department of Posts and Telegraphs is spending $19.8 million on various projects under its control, including the installation of 28,000 new telephones and the continued development of the telephone system. Secretary Stans feels that American suppliers should benefit substantially from these rising needs.

American technological lead in certain types of machinery, transport equipment and electrical goods present opportunities in a country that manufacturers little in any of these areas.

Tourism

Irish officials also emphasized that in addition to efforts to attract foreign industrial investment, the Government of Ireland has exploited Ireland's natural tourist attractions to develop a $240 million annual tourist business. Tourism accounts for about 6 percent of the Gross National Product. In 1970, approximately 2 million people visited Ireland in addition to about 13 million day trippers. Americans accounted for about 240,000 of total visitors, with expenditures reaching $52 million.

The importance of tourism to the Irish economy is reflected in the Government's expenditures on the development and improvement of travel and tourist facilities, and marketing efforts. The Irish Tourist Board receives from the Government each year approximately $14.4 million for financing its activities. Under its tourist program, the Board offers financial aids towards the construction of new hotels or the extension and improvement of existing accommodations. These include capital grants toward the construction of new hotels, grants toward the payment of interest on loans for 5 years, and tax concessions enabling the total construction of new hotels to be written off against profits for tax purposes over a 10 year period.

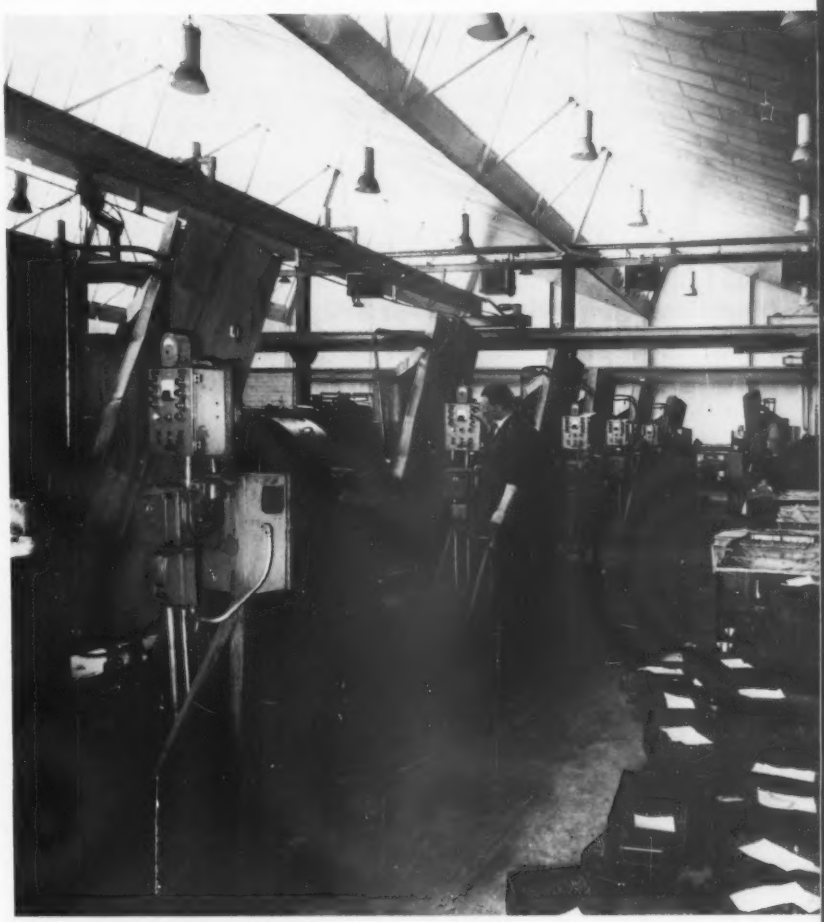
Recent trends

However, difficulties in the tourist industry have developed in the past several years. The rate of growth in tourism earnings has slowed and in real terms has actually decreased. This slowdown has been complicated by the rapid increase in tourist accommodations. Late last year, the Tourist Board was forced to declare a moratorium on grants for new hotel construction.

Despite these temporary problems, Irish officials indicated to the Commerce Department team that Ireland's full tourist potential has yet to be reached. In his discussions, the Secretary concurred with this view and indicated that the long-term outlook for the Irish tourist industry appears favorable.

Travel Service aid offered

During his meetings with various Irish officials, Secretary Stans indicated that the United States Travel Service would be pleased to discuss with representatives of the Irish Tourist Board, in visits to Washington, promotional techniques for increasing tourism, especially the use of package deals for attracting tourists.



PRECISION IN TRALEE—*This plant of the Kerry Precision Ball Co., at Tralee in County Kerry, has been in production since 1963. Its American associate is Virginia Industries, Ltd., of Philadelphia.*

Young Artist Captures 'Ship American' Spirit

New York High Schooler Honored At Capital For Prize-Winning National Maritime Poster

HE WON—*Michael C. Diem, 17, the Amherst Senior High School junior who won the $500 first prize award for his "Ship American" poster entry. "This is the greatest day in my life," he said at ceremonies honoring him in Washington, D.C., this month.*

One of tomorrow's leaders stood on the Senate steps of the Capitol in Washington, D.C.—amazed that so many of today's leaders had gathered to honor him.

On the Capitol steps that day in May to honor this young American artist were such dignitaries as Senator Jacob K. Javits of New York, Senator James L. Buckley of New York, Senator Warren G. Magnuson, chairman of the Senate Committee on Commerce, Senator Russell B. Long, Chairman of the Subcommittee on Merchant Marine of the Committee of Commerce, Representative Edward A. Garmatz, Chairman of the House Merchant Marine and Fisheries Committee, Representative Jack F. Kemp of the 39th District of New York State, as well as many officials of the Federal Government and executives and leaders of the maritime industry—in both management and labor. They were all there to pay tribute to Michael C. Diem, 17, a Junior at Amherst Central Senior High School in Snyder, New York, and winner of the annual National Maritime Poster Award.

The tall, slim youth with the shy smile had won with his entry over 6,000 other contest-

THE UNVEILING—*U.S. Representatives Edward A. Garmatz, Chairman of the House Merchant Marine Fisheries Committee and Jack F. Kemp, of the 39th District of New York State, and the Commerce Under Secretary, James T. Lynn (left to right) applaud Michael Diem's winning poster. Diem watches proudly.*

ants from 34 States and the District of Columbia—including entrants from Alaska and Hawaii—in the 15th annually-held contest to develop posters promoting the merchant marine.

On display

Mike Diem's winning poster, promoting the theme, "Ship American," is being displayed in Federal Buildings and Post Offices in the United States, urging American importers and exporters to "Ship American!".

As part of the ceremony which Mike Diem will long remember, the Marine Band played, and James T. Lynn, Under Secretary of Commerce, pronounced praises for the young man. As the Under Secretary voiced, "Mike's poster, carrying its pertinent message to American business, will help remind shippers that to use American flag-ships for their cargo is not only in their own best interest, but certainly in the Nation's best interest."

Industry sponsors

The Under Secretary presented Mike with a check for $500. And there to cheer him on were representatives of the 1971 National Maritime Poster Contest sponsors—the American Institute of Marine Underwriters, the American Institute of Merchant Shipping, the American Maritime Association, the Labor-Management Maritime Committee, the Lake Carriers' Association, the Propellor Club of the United States, the Shipbuilders' Council of America, and the Transportation Institute. All of these maritime industry sponsors were in back of the poster contest together with the Commerce Department's Maritime Administration and the U.S. Postal Service.

According to James J. Reynolds, President of the American Institute of Merchant Ship-

CONGRATULATIONS!—*Senator Jacob K. Javits (left) of New York State took time out from his busy schedule to congratulate young Diem and his art teacher, Dr. Victor R. Lalli (right). The Senator, together with Senator James L. Buckley of New York, also appeared at the award making ceremonies.*

ping (AIMS), one of the prime sponsors of the contest, "Because of the widespread participation in the National Maritime Poster Contest, this art program helps build recognition by the public and the American trade industry of the need for greater utilization of American-flag merchant vessels in the foreign commerce of the United States.

Value to shipping

"After all," he continued, "this program goes deeper than the individual high school student entering the contest. The student entries from all over the country recognize the value of the contest, and help to spread the value of the merchant marine through avenues of communication with teachers, friends and associates, parents, brothers and sisters and many others.

"The only way for the Merchant Marine Program advocated by President Nixon to succeed is for cargo to be secured for the new and modern ships that are being built to restore the United States Merchant Marine to the top. To succeed, American shippers, exporters and importers, must carry out the poster theme—"Ship American!"

Earl W. Clark, Co-Director of the Labor-Management Maritime Committee, a sponsor of the contest, repeated that the "Ship American" theme is especially appropriate this year as maritime labor and management are working closely together with the Maritime Administration to increase the volume of U.S. oceanborne commerce moving in U.S.-flag merchant vessels.

Said Clark, "Diem's poster typifies the modern merchant marine which, after years of neglect, the industry will finally have—because we are to build 300 of the most revolutionary ships afloat in the next decade."

Other honors

Mike Diem's winning poster shows the bow of a modern American merchant ship plying the seas. The winner, according to his mother, father, sister and brother, who accompanied him to Washington for the award, was honored by his Boy Scout troop in the Amherst area, the night before they left for the District, with the highest Scouting award given in the Buffalo area each year. Mike, says Mrs. Diem, is a quiet boy who hopes to become a commercial artist. She is proud of his accomplishments, and the slim, tall youth shows pride and dignity in his bearing.

Interestingly enough, his father is associated with the Postal Service (one of the contest sponsors for many years), and his uncle had been a member of the U.S. Merchant Marine, prior to, during, and after World War II.

Dr. Victor Lalli, the art teacher at Amherst Senior High School who coached the boy to victory, has had two other grand prize winners in the National Maritime Poster Contest.

Regional winners

Regional winners for this year, who each received prizes of $100, included: Randy Kevin Jacob of John A. Rowland High School, Rowland Heights, California, Far West; Larry Wozniak, Cass Technical High School, Detroit, Michigan, North Central; Sophia E. Silva, Carteret High School, Carteret, New Jersey, North Atlantic; and Carlos Ayala, Fox Technical High School, San Antonio, Texas, Southern.

Special prizes went to Rudy J. Evans, Davis County Community High School, Bloomfield, Iowa for an oil painting, and to Robert Lawrence Peters, Lee-Davis High School, Mechanicsville, Virginia, for a box mobile. —*Maritime Administration*

DOMESTIC BUSINESS REPORT

- Input-output to help solve environment problems
- Chain stores share of retail activity continues to increase
- Joint credit plan opens doors to VISIT USA
- Complete transformation in line for National Children's Center
- New York still tops Metro areas in population numbers

Input-Output Newest Recruit In Battle To Save Environment

Input-output, an increasingly popular economic analysis tool, may become a vehicle for solution of some of the nation's environmental problems, participants in an input-output symposium for business in New York were told recently.

Top management of the seventies is using the input-output system to spot new markets for its products, zero in on choice acquisitions and investments, locate materials shortages in advance and plot the economic future of the nation's corporate giants.

"Input-output also holds promise in providing a more complete systems analysis of the total economic-environmental-ecological system," Robert W. Miller, executive director of the White House Conference on the Industrial World Ahead: Business—1990, told participants in the New York symposium.

Noting an effort to develop an Environmental Quality Information and Planning system with the input-output model, Miller said "this would make it possible to examine current levels of treatment, untreated waste residuals and benefits and costs associated with increasing the level of waste treatment."

The input-output tables, prepared by Commerce's Office of Business Economics, show how much each industry buys from every other industry, how much industries sell to each other and to consumers and other final users. Input-output analysis translates the demand for goods and services by final users into the requirements placed directly and indirectly on each industry. All sectors of the economy and 140,000 inter-industry relationships are contained in the tables. Additional information about the input-output tables is available by writing the Nat'l Economics Div., Office of Business Economics, U.S. Department of Commerce, Washington, D.C.

"It should be helpful in answering ultimately the very difficult question of pollution abatement and control," Miller continued. Questions such as "Who foots the bill?" And, "How can the system be made equitable to all who are competing in a given industry or with another business in the same market."

Miller, speaking on "Surveying the Future Sources of Industrial Raw Materials As Measured Against Requirements," emphasized the need for a "national industrial materials policy, and for an inventory of free world resources."

Citing "spectacular" increases in consumption of minerals, the Commerce Department official asserted that "we must now combine

COMMERCE TEAM—*Allan Young, left, and Leo Maley discuss tables.*

the best efforts of both industry and government if we are to meet the demand for basic materials and energy fuels to fill the needs of a growing population in this decade and beyond."

He said the supply-demand situation is constantly changing and maximum economic development of domestic mineral deposits is harder to achieve as a result of this supply-demand kaleidoscope.

For the rest of this decade at least, Miller foresees no general U.S. raw materials supply problem, although, he pointed out, some commodities are in short supply while others suffer from overproduction. And the problem areas are sufficiently numerous to indicate the need for a unified government policy if supply assurance is to be realized.

Miller addressed the luncheon meeting of the one-day session sponsored by the Commerce Department's New York Field Office, the New York Chapter of the American Statistical Association and The Institute for Interindustry Data Inc.

Capital flow

Allan H. Young and Leo C. Maley Jr., representatives of the National Economics Division of Commerce's Office of Business Economics, described the input-output program and how the capital flow table, soon to be published, relates to it. They also discussed uses of the table, and estimates quality.

"What we have when we look at the capital flow table is a fairly detailed look at the markets for different types of new capital," Young and Maley explained. "So far, most of the interest in our new table is coming from persons interested in marketing capital equipment. For them, the table will provide the same type of marketing information that the regular input-output table provides for industries producing items that are purchased on current account."

A representative of Dodge Statistical Services, McGraw-Hill Information Systems, outlined a new service using the input-output tables in combination with other data to estimate building materials and equipment demands in small areas and short time periods.

"Construction has consistently defied reliable forecasting for short time spans and small geographic areas, even where similar methods have proven to produce significant results in other fields," John H. Morawetz, Dodge product manager of statistical services told symposium participants.

Traditionally, the keenest interest for construction forecasting has been expressed by manufacturers of building materials and equipment. To them, construction itself is a "leading indicator."

"We arrived at an optimum approach of generating building materials and equipment demand estimates mainly through a combination of our data base, the government's input-output studies and a fast computer," Morawetz explained. The new service, offered on a quarterly basis, is expected to reach the market in the latter part of this year, he concluded.

Jack G. Faucett, president of a Silver Spring, Md., firm bearing his name, put new transportation projections into an input-output framework.

Faucett constructed for the Department of Transportation an input-output model with detail for all transportation modes, commercial and private. He said the model has been applied to estimate transportation output for 1970 and to project this output to 1980.

The model may be used to project transportation demand under alternative assumptions with respect to the level and composition of GNP, Faucett continued.

Faucett added that the total transportation bill has an important meaning in the relationship to the total GNP.

Measure of value

"It is the measure of value of resources used up in providing transportation services," he explained further. "As such it represents a rough measure of the value of alternative goods and services which could be produced if these resources were not needed in providing transportation services.

"Under these assumptions real GNP would be increased by the value of these alternate goods and services produced. In this sense the measure provides a basis for calculating increases in the real GNP which might be obtained by improving the efficiency of transportation operations."

—*Office of Business Services*

The Name Changed, But Chain Stores Still Boom

Webster defines a chain store as "any of a group of retail stores, owned and controlled by one company, usually with the same merchandise and policy."

In its record-keeping analysis of such stores, the Census Bureau prefers to be more specific. It uses the term multi-establishment firm, or multiunit, to define a firm that operates two or more retail units in a specific kind-of-business group, such as food stores, general merchandise stores, apparel and accessory stores, drug and proprietary stores.

Multiunits have continued to increase their share of retail activity since 1948. In that year, single-establishment firms, or single units, claimed 70.4 percent of the sales volume of all retail stores, and multiunits 29.6 percent. By 1967, however, the single unit percentage had declined to 60.2 percent and the multiunit percentage had increased to 39.8 percent.

The difference

The average annual sales volume for these two types of retail outlets emphasizes their difference. In 1967 the average sales volume reported by single units was $120,990; that reported by multiunits was $561,025. Moreover, of the single units in operation for the full year 1967, only 7 percent reported $300,000 or more in sales and approximately two-thirds had annual sales of less than $100,000.

The most impressive gains during the 1948-67 period were scored by multiunit firms in the largest size-class—those operating 101 or more retail establishments in the same general kind of business. In 1948 such multiunits could claim 12.3 percent of all retail sales. By 1963 there were 191 such firms operating 70,075 stores with a sales volume of $38.6 billion, or 15.8 percent of all retail sales. By 1967, there were 204 such firms operating 82,200 stores with a sales volume of $57.7 billion, or 18.6 percent of all retail sales.

In 1967 more than 81 percent of the sales volume of these particular multiunits—those operating 101 or more retail establishments—came from seven kinds of businesses. Listed in the order of number of establishments operated, these were grocery stores; gasoline service stations; variety stores; eating places; shoe stores; tire, battery, and accessory dealers; and department stores.

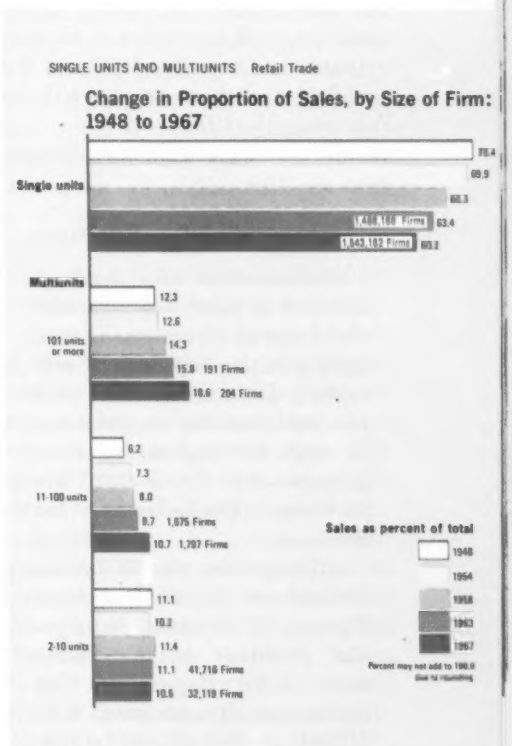
Medium-size multiunits—that is, those with 11 to 100 establishments—also increased their share of total retail sales from 6.2 percent in 1948 to 10.7 percent in 1967.

However, the proportion of retail sales accounted for by those multiunits with the fewest number of establishments—2 to 10 stores—remained fairly constant. In 1948, it was 11 percent of total retail sales; in 1967, it was 10.5 percent.

Multiunits in 1967 played a dominant role in specific types of retail activity, notably general merchandise stores and food stores. In the general merchandise group, multiunits accounted for 90 percent of all department stores sales and 83 percent of all variety store sales. In food retailing, 61 percent of grocery stores sales were reported by establishments operated by multiunit firms. Among the more specialized, relatively low-volume food stores, such as meat markets, fish markets, fruit stores and vegetable markets, and retail bakeries that do their own baking on the premises, single units continue to dominate, accounting for 80 to 90 percent of such sales. In the apparel and accessory store group, sales of women's ready-to-wear stores were evenly divided between multiunits and single units. Multi-establishment shoe stores accounted for 61 percent of total shoe store sales volume, exclusive of multi-establishment shoe leased department companies. (The inclusion of such companies would increase the multiunit share of the shoe trade to approximately 75 percent). Among men's and boys' clothing and furnishings store, the multiunits accounted for only 37 percent of the sales total.

Smallest penetration

The kind of business groups with large total sales where multiunits have made their smallest penetration include the automotive group, eating and drinking places, and the building materials, hardware, and farm equipment dealers group. In 1967 multiunits were responsible for only 10.9 percent of the sales of the automotive group, 18.4 percent of the sales of eating



and drinking places (22.6 percent for eating alone, but merely 2.5 percent for drinking places), and 21.2 percent of the sales of building materials, hardware, and farm equipment.

The data for the foregoing information are included in the 1967 Census of Business report entitled *Retail Trade: Single Units and Multiunits* (BC67-RS 4). In addition to tables for the United States, the report also includes tables for States and Standard Metropolitan Statistical Areas which show, by kind of business, the distribution of sales and payrolls for single units and for multiunits by size class. Also included are cross tabulations by sales, size of establishment and kind of business for the United States and for all Standard Metropolitan Statistical Areas combined. The report is available for $2.75 at any Department of Commerce field office and is also for sale by the Supintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

The next Economic Censuses will cover data for 1972. Questionnaires will be mailed to all participants in December 1972 and the due date for their return will be February 15, 1973.

—Census Bureau

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary. U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Credit Plan To Foster Travel To U.S.

A joint credit plan, designed to foster increased travel to the United States from foreign countries, was announced early this month by Secretary Stans and Henry Kearns, President of the Export-Import Bank.

The plan is another step in the effort to reduce the U.S. foreign travel deficit, which in 1970 was estimated at between $2.4 and $2.5 billion—$300 to $400 million more than the previous year. In 1969, 4.6 million U.S. residents visited overseas countries, excluding Canada and Mexico, while only 2 million persons from overseas countries visited the U.S.

Under the credit plan, Commerce's United States Travel Service will help foreign tour operators and other travel industry organizations arrange Export-Import Bank financing, on a case-by-case basis.

H. Kearns

Kearns said that initially the program will go into operation in five VISIT USA markets — the United Kingdom, West Germany, the Netherlands, Venezuela and Argentina. The program will be tried on a test market basis and will be modified as experience may direct.

The new plan calls for development by the USTS and the Eximbank of financial assistance packages using any one of three credit programs:

- A relending credit arrangement currently available in Argentina and Venezuela under which a line of credit may be extended to a local financial institution, which would relend the money to finance up to 90 percent of the cost of tour components to the U.S.
- A cooperative financing facility available in the test market countries through which Eximbank will jointly finance, with selected non-U.S. financial institutions, the cost of U.S. tour services.
- A financial guarantee program under which Eximbank will unconditionally guarantee the repayment by the tour operator to the lending bank of 100 percent of the principal due, plus interest up to six percent. Guarantees are available to U.S. financial institutions which extend credit to non-U.S. tour operators in all test market countries.

—United States Travel Service

National Conference Honors Trademark Act

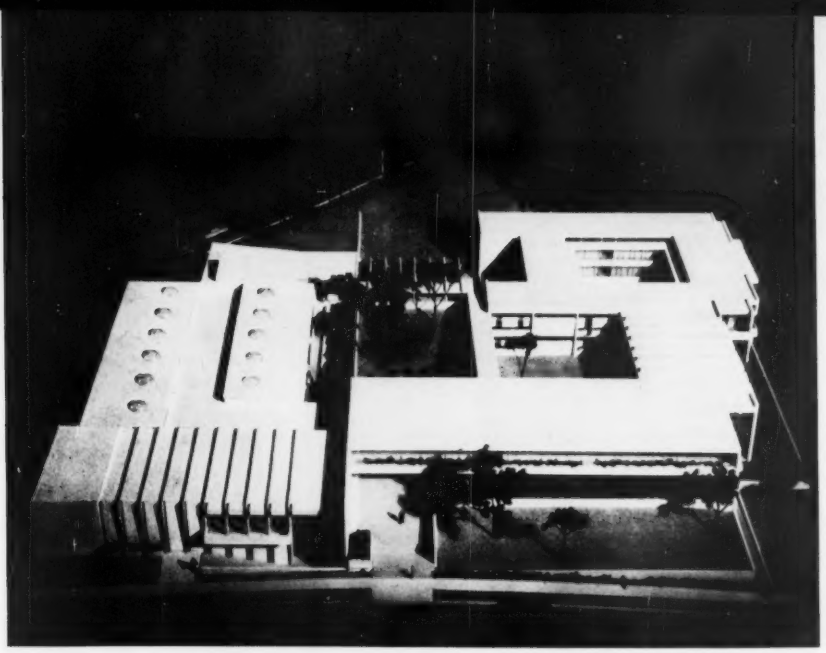
Three top-level Federal officials will be keynote speakers at a two-day National Conference, convening in Washington, D.C., June 17 to celebrate the 25th Anniversary of the Lanham Act (Trademark Act of 1946).

Virginia H. Knauer, Special Assistant to the President for Consumer Affairs, Dr. James H. Wakelin, Jr., Assistant Secretary of Commerce for Science and Technology, and William E. Schuyler, Jr., Commissioner of Patents, will highlight the conference program planned for trademark owners in the business community and their attorneys.

The Silver Anniversary event is being sponsored by the Federal Bar Association, the American Patent Law Association, the United States Trademark Association, the International Patent and Trademark Association, and the Patent, Trademark and Copyright Law Section of the American Bar Association in cooperation with Bureau of National Affairs.

Further information can be obtained from the Briefing Conference Secretary, 1231 25th Street, N.W., Washington, D.C. 20037, Telephone: 202-223-3500.

—U.S. Patent Office



THE NEW—*A scale model of the National Children's Center which will offer an expanded program for the handicapped and train young adults for child-care professions.*

Expansion To Be Reality For Nat'l Children Center

A grant of $1.9 million made this month by Commerce's Economic Development Administration will make possible a complete transformation of the National Children's Center, a non-profit organization founded in 1958 in Washington, D.C.

The EDA grant will cover half the cost of an extensive new construction program for the Center. The remainder of the $3.8 million cost will be provided by the Center from donations by private sources, including foundations and private contributions.

The Center is a two-facility operation devoted to caring for mentally-retarded children and to training unskilled and unemployed young adults in basic child care.

All of the activities of the Center are to be enlarged and improved under the projected expansion plan. The 132 children and young adults now cared for will be increased to 262. The Center's administrative and training staff of 90 persons will be increased to 198. New and enlarged programs will be added to qualify the mentally handicapped for job training and eventual employment in productive work.

The Center will train 80 persons a year as child-care specialists instead of the small number now trained. When their training is completed, the young people will be available for employment in child-care centers and in other institutions in the Washington area serving the mentally handicapped.

Meets varied needs

In announcing the grant at a ceremony at the Commerce Department, Secretary Stans said that the EDA, through the efforts of Assistant Secretary Robert A. Podesta, "has worked out what we consider to be an outstanding example of how a Federal agency can develop a specific project to satisfy the need for new job opportunities and at the same time meet a social objective."

"There is," Stans said, "a significant, growing demand for child-care personnel in the Washington metropolitan area, and the National Children's Center will supply trained workers to meet this demand.

"At the same time, the training programs conducted at the Center will provide a new challenge to the young people from the inner city and help many of them launch meaningful careers."

He added that the training programs will include supervised work experience to help assure success for the trainees.

Under the projected construction plan, the Center's intensely cramped quarters, consisting mainly of a one-story masonry building with about 8,400 square feet of floor space, will be replaced by a complex of five buildings containing 103,000 square feet of floor space. The buildings will contain an area for babies, an educational and training unit, a gymnasium and swimming pool facility, administrative, research and medical quarters, and apartments for the mentally handicapped children and young adults living at the Center.

Dr. Erwin Friedman, Director of the Center, said that about 85 of the mentally handicapped who will receive training under the expanded program will be housed in the Center and that the others will come in for day care. He added that about 40 of the children will be of pre-school age, and 40 to 50 will be young adults, less than half of whom will be bused in from institutions for intensive training.

New programs to be established at the Center, he added, include one for blind children, many of whom have other problems, and one for babies ranging up to the age of four. The Center expects to care for about 20 blind children.

Explaining that the present quarters scarcely provide space for himself, and that other workers at the Center have to "play musical chairs" to carry out their tasks, he said: "The enlarged Center will give a complete new meaning to the life of the place." —*EDA*

New York Still Tops Metro Areas, Some Others Shift

Do you live and work in a growing or a shrinking market? The latest figures from the 1970 population census show which of the country's 243 Standard Metropolitan Statistical Areas gained and lost, and how much, during the 1960s.

The ten largest SMSAs are the same as in 1960, although their order has been scrambled. Washington, D.C. jumped from tenth to seventh place with a 38 percent population increase, from 2.1 to 2.9 million persons. Washington moved ahead of the Boston, Pittsburgh, and St. Louis SMSAs, which had ranked seventh, eighth and ninth, respectively, in 1960.

New York was in first place in both censuses; total population for the area in 1970 was 11.5 million, an eight percent increase over 1960.

Los Angeles-Long Beach has risen to second place in spite of having been reduced in area in 1963 to create the new Anaheim-Santa Ana-Garden Grove SMSA. The final count for Los Angeles-Long Beach in 1970 was 7 million.

Among the next ten were three that had not been in the top 20 in 1960. They were Anaheim-Santa Ana-Garden Grove, Atlanta, and Seattle - Everett. Seattle - Everett jumped to 17th from 21st in 1960; its 1970 total was 1.4 million, 28 percent higher than the 1960 count of 1.1 million. Anaheim-Santa Ana-Garden Grove was in 18th place in 1970 with a count of 1.4 million, a 102 percent increase over the 1960 count of 704,000. Atlanta rose to 20th largest SMSA, from 24th in 1960; its 1970 count was just under 1.4 million compared with 1 million in 1960.

The rankings of the top 50 SMSAs follow:

1970 Rank	SMSA	1970 Census	1960 Rank	1960 Census	change, 1960 to 1970
1	New York	11,528,649	1	10,694,633	7.8
2	Los Angeles-Long Beach	7,032,075	3	6,038,771	16.4
3	Chicago	6,978,947	2	6,220,913	12.2
4	Philadelphia	4,817,914	4	4,342,897	10.9
5	Detroit	4,199,931	5	3,762,360	11.6
6	San Francisco-Oakland	3,109,519	6	2,648,762	17.4
7	Washington, D.C.-Md.-Va.	2,861,123	10	2,076,610	37.8
8	Boston	2,753,700	7	2,595,481	6.1
9	Pittsburgh	2,401,245	8	2,405,435	—0.2
10	St. Louis, Mo.-Ill.	2,363,017	9	2,104,669	12.3
11	Baltimore	2,070,670	12	1,803,745	14.8
12	Cleveland	2,064,194	11	1,909,483	8.1
13	Houston	1,985,031	15	1,418,323	40.0
14	Newark	1,856,556	13	1,689,420	9.9
15	Minneapolis-St. Paul	1,813,647	14	1,482,030	22.4
16	Dallas	1,555,950	20	1,119,410	39.0
17	Seattle-Everett	1,421,869	21	1,107,213	28.4
18	Anaheim-Santa Ana-Garden Grove	1,420,386	39	703,925	101.8
19	Milwaukee	1,403,887	17	1,278,850	9.8
20	Atlanta	1,390,164	24	1,017,188	36.7
21	Cincinnati	1,384,911	18	1,268,479	9.2
22	Paterson-Clifton-Passaic	1,358,794	19	1,186,873	14.5
23	San Diego	1,357,854	23	1,033,011	31.4
24	Buffalo	1,349,211	16	1,306,957	3.2
25	Miami	1,267,792	26	935,047	35.6
26	Kansas City, Mo.-Kan.	1,256,649	22	1,092,545	15.0
27	Denver	1,227,529	27	929,383	32.1
28	San Bernardino-Riverside-Ontario, Calif.	1,143,146	31	809,782	41.2
29	Indianapolis	1,109,882	25	944,475	17.5
30	San Jose	1,064,714	43	642,315	65.8
31	New Orleans	1,046,470	28	907,123	15.4
32	Tampa-St. Petersburg	1,012,594	32	772,453	31.1
33	Portland, Ore.-Wash.	1,009,129	29	821,897	22.8
34	Phoenix	968,487	41	663,510	46.0
35	Columbus	916,228	33	754,885	21.4
36	Providence-Pawtucket-Warwick, R.I.-Mass.	914,110	30	821,101	11.3
37	Rochester	882,667	34	732,588	20.5
38	San Antonio	864,014	38	716,168	20.6
39	Dayton	850,266	35	727,121	16.9
40	Louisville, Ky.-Ind.	826,553	36	725,139	14.0
41	Sacramento	800,592	45	625,503	28.0
42	Memphis, Tenn.-Ark.	770,120	40	674,583	14.2
43	Fort Worth	762,086	50	573,215	32.9
44	Birmingham	739,274	37	721,207	2.5
45	Albany-Schenectady-Troy	720,786	42	657,503	9.6
46	Toledo, Ohio-Mich.	692,571	44	630,647	9.8
47	Norfolk-Portsmouth	680,600	48	578,507	17.6
48	Akron	679,239	47	605,367	12.2
49	Hartford	663,891	52	549,249	20.9
50	Oklahoma City	640,889	54	511,833	25.2

Calendar For Businessmen

June 8—Chicago—Camping Congress, Pick-Congress Hotel, sponsored by the Family Camping Federation. Deputy Asst. Secretary of Commerce James Hamilton III will discuss camping by foreign visitors in the United States. Contact Donald J. Ryan, P.O. Box 1138, Billings, Montana, 59103.

June 12—Montreal—Opening ceremony of U.S. pavilion, Biosphere, at Man and His World Fair 1971.

June 15-16 — Sacramento—California State Tourism Conference at Woodlake Inn. Asst. Secretary of Commerce C. Langhorne Washburn will speak. Contact Hans Engh, chief, office of tourism and visitors service, 1400 10th St., Sacramento, Calif.

SCIENCE & TECHNOLOGY REPORT

- Network to check changes man's activities have on climate
- Weights, measures conference scheduled
- Anti-pollution reports recommend broad action
- Florida study to probe valuable seaweed
- Voluntary product standards
- Patents of special interest

Network To Check Changes Man's Activities May Have On Climate

Nature slowly and continually changes the earth's climate; but now there is concern that man may be giving her a not so helpful hand.

Pollution caused by man's activities could be wrapping a blanket around the earth, causing temperatures to rise; or it could be doing the opposite and creating a cooling down.

To discover whether man has any effect on weather and climate, and to learn if man is inducing serious climate changes, the National Oceanic and Atmospheric Administration has announced a program establishing a network of stations to measure the long-term atmospheric changes which are important.

The new program will establish stations to measure the changes important to weather and climate. In addition to a monitoring station which has been operating for 12 years at Mauna Loa, Hawaii, at least six new "baseline" stations are planned for sites in "very clean air." So far, Alaska is the only new site selected.

In addition to increasing efforts monitoring physical, chemical and biological aspects of man's environment, conducted by NOAA and other governmental agencies, the new program will provide for measuring trends of airborne contaminants at ten of its weather stations in the continental U.S. The new program will also simulate weather conditions on a computer to help predict future climates.

Currently, the only station monitoring atmospheric trends and determining the weather's effects is the Mauna Loa Station. One of its functions is to measure the transmission of solar radiation to the ground, an indication of dust particles in the air. Studies show that so far man's dust pollution is too small to be detected.

Another of its tasks has been the monitoring of airborne carbon dioxide. The station's records indicate that the fraction of man-made carbon dioxide remaining airborne varies widely—from below 40 percent to above 60 percent.

This data also indicates that the annual growth rate of carbon dioxide is now about three times greater than in the mid-1960s. For this reason, scientists consider it vital to know whether or not the growth rate is typical of the earth. Therefore, the creation of the stations is important.

Activities of the new stations will initially consist of measuring ground-level amounts of carbon dioxide, the chemistry of precipitation, solar radiation, ground-level dust readings, and the distribution

MONITORING STATION—*Six new "baseline" stations are planned for sites in very clean air in addition to this one at Mauna Loa, Hawaii, which has been operating for 12 years. This network of stations will measure long-term atmospheric changes.*

of atmospheric pollutants. Some of the new stations will be operated in cooperation with other foreign governments.

At ten of its weather stations in the U.S., NOAA will also monitor airborne contaminants. This data should reflect shifts in distribution of population and industry over the country. It should also document the change in the quality of air as weather systems move across America.

At first, measurements from these stations will include the analysis of certain chemicals in rain and snow, and in the dustiness of the atmosphere.

Other agencies interested in similar monitoring programs will be able to use the facilities of both the baseline and regional stations.

Simulate the atmosphere

To predict the climatic consequences of man's activities, NOAA plans to simulate the atmosphere on a computer which will seek to duplicate current weather and climate. By feeding the computer forecast levels of global air pollutants derived from trends observed by the network of monitoring stations, the predictions may be possible.

NOAA's new monitoring plan is part of a framework of international programs conducted by the United Nations and other nongovernmental organizations to establish a total environmental monitoring system. —*NOAA*

'Florida Seafare' Film Now Available To Public

A new film entitled "Florida Seafare" has just been released by the National Marine Fisheries Service (NMFS) of Commerce's National Oceanic and Atmospheric Administration and the Florida Department of Natural Resources for free distribution to the public.

Filmed in various parts of Florida, the 27-minute film shows commercial fishing activities that bring Florida seafood to the tables of America. Methods of capture, processing, cooking, and serving are described.

NMFS also distributes 27 other fisheries motion pictures. A catalog describing the films and how to borrow them is available upon request from Audio-Visual Services, National Marine Fisheries Service, 1815 North Fort Myer Drive, Room, 601, Arlington, Va. 22209.

—*NOAA*

Weights, Measures Conference Scheduled

"Progress Through Understanding and Cooperation" is the theme of the 56th National Conference on Weights and Measures to be held at the Shoreham Hotel in Washington July 12-16.

Commerce Secretary Stans will be the keynote speaker. Other distinguished speakers will address the conference and open forum sessions are scheduled covering three general areas of concern to weights and measures officials—management, merchandising, and measurement.

Founded and sponsored by Commerce's National Bureau of Standards, the National Conference on Weights and Measures is an organization of weights and measures enforcement officials of the states, counties, and cities of the U.S. The annual meeting brings together government officials, representatives of business, industry, trade associations and consumer organizations for the purpose of exchanging information on subjects that relate to their field.

Conference programs explore the broad area of this economically important segment of governmental regulatory service. The conference develops and adopts model laws and regulations, technical codes for weighing and measuring devices used in commerce, test methods and enforcement procedures, and administrative guidelines that serve as recommendations to enforcement officials in the interest of promoting uniformity of requirements and methods among weights and measures jurisdictions.

Conference registrants will be charged $25. Further information may be obtained by writing to: H. F. Wollin, Executive Secretary, National Conference on Weights and Measures, National Bureau of Standards, Washington, D.C. 20234.

—*National Bureau of Standards*

Anti-Pollution Reports Recommend Broad Government, Industry Action

Recommendations for a broad range of actions by the Federal government and industry to reduce pollution from various food processing operations and to curb noise from vehicles and equipment are contained in reports submitted to Secretary of Commerce Stans by the National Industrial Pollution Control Council.

The reports were submitted to the Secretary by Bert S. Cross, Chairman of the Finance Committee of the 3M Company, St. Paul, Minn., and Council Chairman. A NIPCC Sub-Council on Dairy, Fish and Other Foods, headed by C. W. Cook, Chairman and Chief Executive Officer of the General Foods Corporation, prepared the report on food processing, and the Leisure Sub-Council, headed by Ralph Evinrude, Chairman of the Outboard Marine Corporation, drafted the report on noise.

NIPCC is a body established by President Nixon to serve in an advisory capacity to Government agencies working with environmental problems.

The Food Sub-Council explained that its report dealt with pollution problems of food processors in about 25,000 establishments, or approximately one-half of the processing establishments in the entire food processing industry. The establishments represented accounted for $40.2 billion in food shipments in 1970, or about 41 percent of the food industry total. Processors of meats, poultry and grain-based foods were not covered in the report.

Most serious concern

"Water pollution is the most serious pollution concern of the industries discussed in this report," the Sub-Council said. "Solid waste generated by processing and air pollution follow in declining order of severity. Noise affecting the general public and thermal pollution by these industries are not significant environmental problems."

The group pointed out that many companies, notably the larger ones, now are active in controlling pollution under programs of their own.

"One predominant characteristic of these industries, however," the Sub-Council added, "is that many establishments are small businesses of low or marginal profitability. These establishments, which are important in maintaining the national food supply, generally do not possess the financial resources and technical expertise to identify, measure, and solve their pollution problems.

"Hence, a principal recommendation in this report is that the Federal Government give assistance to small, marginal food processors."

Referring to research efforts in the pollution area, the group said a recent publication identified 35 projects involving universities and various companies in work on wastewater problems in the food industry, of which 22 related to industries are dealt with in the report.

Both large nationwide concerns and small processors, the group commented, face difficulties resulting from "the complex and somewhat overlapping involvement of Federal, regional, State and local authorities; the lack of uniformity and clarity in standards and in some cases their absence; and the frequent changes in standards requiring facility revisions."

Any regulation of pollution in the food industry, the Sub-Council said, should fully recognize the needs and problems of the small businesses, and should consider the following: the economic cost involved in removing the last traces of a non-hazardous substance without commensurate improvement in the environment, the effect of the anti-trust laws in discouraging companies from sharing technology and developments in pollution control, and the time frame in planning actions on matters that do not adversely affect the public health.

In general recommendations for dealing with the pollution problem, the Sub-Council said:

"The food industry should be an active partner in helping local municipalities and State and Federal Government agencies to develop coordinated, realistic and enforceable regulations for pollution abatement and control."

The Sub-Council also said that suitable exceptions should be made in the anti-trust laws to assist discussions and exchanges directed toward solving the pollution problem.

Immediate steps

Specific recommendations included the following:

Industry should take immediate steps to abate pollution which is extremely toxic or clearly hazardous to public health.

The food industry should support joint Federal-State jurisdiction in pollution matters, and joint Federal-State enforcement in pollution problems with the State having the initial enforcement responsibility.

Joint treatment of domestic and industrial wastes at municipal sewage treatment plants should be supported by all branches and levels of government and encouraged by legislation.

Government-sponsored training programs should be expanded to augment the present short supply of personnel in environmental control, and a technology bank should be established to facilitate dissemination of technical information on pollution abatement techniques.

Among the criteria to be considered in determining wastewater standards or treatment require-

ments is the ratio of cost to benefits, or the value to the public.

Government assistance in accelerating pollution abatement should include stepped-up depreciation, Government-supported research by industry, and Government assistance in hardship cases through low interest and interest-free loans.

The NIPCC Sub-Council on Leisure commented that the growing population, greater affluence and shorter work hours had combined to increase the use of recreational vehicles and powered equipment, and this in turn had raised the noise volume from such articles "to a noticeable degree.

"Compared to other urban and suburban noise makers," the group said, "vehicles and equipment used in leisure time are not a very serious problem. As the general public becomes more noise conscious, it will demand less noisy equipment, which will provide industry greater economic incentive to build such products.

"Golf cars are a striking example. The pleasure boat industry has also been quite successful in cutting excessive engine noise. Considerable research on noise reduction has been done by the leisure time vehicle and equipment industry."

Pointing out that the noise pollution problem becomes more serious as expanding technology produces an abundance of automatic equipment and more powerful engines, the Sub-Council said:

"Noise is fast becoming a psychological hazard for many people as well as a physiological problem to those subjected to high noise levels for longer than tolerable periods of time. At the very least, noise is becoming a persistent nuisance to the general population and increasingly is becoming a target for regulation by governing bodies in the public interest."

The Sub-Council commented that, while action to reduce noise from recreational vehicles and powered equipment is desirable, it is much less a problem than the common noises created by buses, trucks, airplanes, trains, construction, road repairs and automobiles.

NOISE AMIDST TRANQUILITY—*While action to reduce noise from recreational vehicles and equipment is desirable, it is much less a problem than the common noises created by buses, trucks, planes, trains and automobiles, says a new NIPCC report.*

Predicting that in the long run the marketplace would force the manufacture of increasingly quiet recreational vehicles, the group made a number of recommendations intended to deal with the noise problem. Among them were the following:

Establishment of Federal standard noise levels and limits for pleasure boats, motorcycles, snowmobiles, all terrain vehicles, and outdoor powered equipment according to a detailed schedule included in the report calling for gradually declining noise levels between now and 1983.

Standard test procedures to assure uniformity according to another detailed schedule in the report. Adoption of minimum noise level and test procedure standards at the Federal level to be implemented by the States in order to avert a chaotic profusion of State and local requirements.

Regulations forbidding the removal of manufacturer-supplied exhaust systems conforming to prescribed standards and the subsequent installation by the owner of substandard equipment.

A requirement that vehicles and equipment and their containers be labeled as to the noise levels of the product.

Prohibition of the importation or sale of products which do not meet the proposed standards, or are not properly labeled, and of the use by the owner of the products other than in accord with the requirements.

Drafting by the Advisory Commission on Intergovernmental Relations, with aid from the National League of Cities, the U.S. Conference of Mayors, and the U.S. Department of Transportation, of a model ordinance forbidding the use of vehicles with excessive noise levels except on approved racetracks or other designated areas.

Leisure Time Product Noise (25¢) and *Pollution Problems In Selected Food Industries* (30¢) can be purchased by check or money order from: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. —*NIPCC*

Voluntary Product Standards

Voluntary Product Standards are developed by producers, distributors, users, and consumers with the cooperation of Commerce's National Bureau of Standards. These standards can cover products, packages, processes and materials and may include such things as terms, classes, sizes (including package sizes and body sizes), dimensions, capacities, quality levels, performance criteria, performance requirements, test procedures and installation procedures.

Since Voluntary Product Standards are completely voluntary, manufacturers can choose whether or not they want to follow a standard. But purchasers can require that a manufacturer follow a particular standard by including it in a legal document such as a sales contract or a purchase order. When a standard is made part of such a document, compliance with the standard is enforceable by the purchaser or the seller along with other provisions of the document.

A number of consumer products such as garden hose, clinical thermometers and plywood are marked as complying with Voluntary Product Standards. Consumers can look for references to these standards on products and product labels when they shop.

Any group, including consumer groups, can initiate a Voluntary Product Standard. Requests should be sent to the Office of Engineering Standards Services, National Bureau of Standards, Washington, D.C. 20234.

For the information of producers, distributors and users or consumers, Commerce Today *announces the availability of approved Voluntary Product Standards. Recently issued standards include:*

PS 43-71, Fluorinated Ethylene-Propylene Plastic Tubing—Establishes dimensional and performance requirements for FEP plastic tubing intended for use as electrical insulation, in mechanical applications, and in the transmission of fluids and gases. Requested by The Society of the Plastics Industry, Inc. Printed copies available from the Superintendent of Documents in three to four months.

PS 33-70, 34-70, 35-70, Fluorocarbon Plastic Lined Steel Pipe and Fittings—These three standards cover requirements and methods of test for the material, dimensions, construction, and performance of fluorocarbon plastic lined steel pipe and fittings intended to be used for conveying acids, gases, solvents, and other corrosive materials. Copies available from the Superintendent of Documents.

PS 45-71, Body Measurements for the Sizing of Apparel for Young Men—Establishes nationally-recognized size classifications, size designations, and body measurements for the sizing of young men's apparel. The standard is based on body measurements, no garment measurements. Effective May 10, 1971. Printed copies will be available from the Superintendent of Documents in three to four months. In the meantime, recommended Voluntary Product Standard TS 132, dated January 14, 1970, may be used.

PS 44-71, Paper Ice Bag Sizes—Covers the dimensions and the capacities of paper bags intended for use in the packaging of cubed, sized, crushed, and block ice. Standard is intended to reduce the number of sizes being presently manufactured. Requested by the National Ice Association. Printed copies will be available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 in three to four months.

PS 50-71, Package Quantities of Toothpaste—Recognizes five net weights of packages. It is intended to aid the consumer in making value comparisons by reducing the number of package quantities now available. Requested by The Cosmetic, Toiletry, and Fragrance Association, formerly The Toilet Goods Association, Inc. Printed copies will be available from the Superintendent of Documents.

PS 42-70, Body Measurements for the Sizing of Women's Patterns and Apparel—Establishes sizing system for women based on body measurements. Classifications included in the standard are: Junior Petite, Juniors, Misses Petite, Misses, Misses Talls, Women, and Half Sizes. Initiated by the Mail Order Association of America. Copies are available from the Superintendent of Documents.

—National Bureau of Standards

Florida Study To Probe Valuable Seaweed

A $40,000 Sea Grant awarded recently to the University of South Florida at Tampa by Commerce's National Oceanic and Atmospheric Administration will help fund the study of a common Florida seaweed that is one source of carrageenan, a stabilizer used in milk products, toothpaste, and diet foods.

The seaweed is known as *Bucheuma isiforme* and found in tropical and subtropical regions throughout the world. Five species are known in the Caribbean region but little is known of its ecology and growth cycle. *Bucheuma* harvesting in the Eastern Pacific accounts for more than $12 million in carrageenan processed each year. The Florida studies are expected to aid in the establishment of defined mariculture techniques for potential commercial harvesting in Florida.

The present world demand for carrageenan far exceeds its supply. In the U.S. alone, carrageenan production is valued at more than $25 million annually.

Carrageenan is a colloidal extract of *Bucheuma* and "Irish moss", *Chondrus crispus*. It derives its name from the Irish town of Carragheen, a major source of "Irish moss." Both the two principal sources are harvested by hand, and *Bucheuma* is at present harvested only in the Philippines.

The Florida study, under the direction of Dr. Clinton J. Dawes, Associate Professor in the Department of Biology, will make monthly collections of the raw material for field studies on environmental factors such as oxygen concentration, temperature, and salinity. Rates of growth, respiration, and photosynthesis will be measured on undisturbed specimens at three sites in the Florida keys. *—NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Fog resistant glass. A fog resistant glass with water insoluble polyvinyl alcohol film. A window, lens or other optical device which consists of a transparent polyvinyl alcohol-based film, where up to about 35 percent of the hydroxyl groups of the polyvinyl alcohol have reacted with another composition to make the film substantially water insoluble and when applied to a surface of the transparent body member will retard the formation of frost or fog on the coated surface of the body member. Patent No. 3,575,790 issued to Lawrence L. Fleck, Watten, Mich., and assigned to General Motors Corporation, Detroit.

Folding sleeping accommodations for attachment to a road vehicle. A portable sleeping device, for use atop a road vehicle, composed of two sleeping decks, each on different levels and permanently interconnected by movable struts. The movable struts constitute the support actuating means that collapses the unit for storage and transport. It also expands the unit by orienting the decks on horizontal and parallel planes, one above the other to provide sleeping space on both decks and adult standup dressing space at one end of the unit. Patent No. 3,575,460 issued to Wesley W. Kennedy, 10014 S.E. 8th St., Bellevue, Wash.

Automatic audit system for parking garages. An apparatus for automatically recording car count and revenue data for an exit lane of a parking facility. Radio detectors check the departure of a vehicle with the registration of payment in a validating machine. The time and amount are recorded on tape, and receipts may be issued on request. The apparatus sets down the employee's identification number, all fees he collects, and the totals at the beginning and end of his tour of duty. A continuous report from all booths is made to a central auditing point and detection of an irregularity brings an alarm. Patent No. 3,575,586 issued to Stanley A. Kroll, 811 E. 22nd St., Brooklyn, N.Y.

Self-adjusting parking brake. A self-adjusting parking brake that is automatically adjustable in response to adjustment of the brakeshoes. A cable guide is mounted on one of the shoes near the adjusting screw and tightens the parking brake cable as the brakeshoes are adjusted outwardly. Patent No. 3,575,266 issued to Ammon Sitchin, Gainesville, Fla., and assigned to Ford Motor Company, Dearborn, Mich.

Folding retractable hard top. An automobile body having a three section hard top roof which is retractable. The front two sections are movable to a stored position in the rear shelf area of the passenger compartment providing an open sun roof. Patent No. 3,575,464 issued to John Himka, Farmington, Mich., and Ronald A. Niewolak, Warren, Mich., and assigned to General Motors Corporation, Detroit.

Irrigation apparatus and system. An irrigation apparatus containing a self-propelled vehicle with a water delivery pipe for discharging water to a field to irrigate it. The delivery pipe is provided with a capping means for operatively connecting the water delivery pipe to a riser bowl placed at spaced intervals along a fixed water supply pipe in the field to be irrigated. Patent No. 3,575,200 issued to James G. Imeson, Box 632, Jackson, Wyo. 83001.

Soil testing kit. A soil testing kit in which an envelope containing water together with an envelope containing a test paper are packaged in the bottom fold of a matchbook type package. The water-containing envelope is stiffened through heat sealing so that it may be supported vertically to act as a mixing container. Patent No. 3,572,997 issued to Robert E. Burk, Milford, Conn., and assigned to Burk Industries, Inc., Milford, Conn.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

June 11-17—New York and Washington—Annual congress of the Bureau International de la Recuperation. Sponsored by Institute of Scrap Iron & Steel and the National Association of Secondary Material Industries, assisted by Metals and Minerals Division, Bureau of Domestic Commerce. Waldorf-Astoria Hotel and Commerce Department auditorium.

June 16-18 — Gaithersburg, Md. — National Bureau of Standards, Summer Symposium in Analytical Chemistry. Cosponsor: American Chemical Society.

June 21-24, 1971—Washington, D.C. —Fifth Symposium on Temperature, Its Measurement and Control in Science and Industry, Sheraton Park Hotel. Sponsors: American Institute of Physics, the Instrument Society of America, and the National Bureau of Standards.

July 12-16—Washington—56th National Conference on Weights and Measures. Sponsored by the National Bureau of Standards. Shoreham Hotel.

May 31, 1971

International Commerce

- Mission to Caribbean sells tourist equipment
- Italy's economy in period of pause
- Allende transformation taking shape in Chile
- U.S. holding its share in Lebanon market
- Oil, lumber sales lead Indonesian upturn

Competitors Outperform U.S. In World Manufactures Markets

Newsmemo

E. E. Schnellbacher has been talking with and to U.S. traders for nearly half a century. The Assistant Director of Commerce's Bureau of International Commerce closes out a 47-year career in the Department with his retirement today. These observations are from his final public address, at the Miami World Trade Symposium:

"From the practical point of view I see world trade as an opportunity for economic and technological progress in all nations of the world, as an instrument for continued improvement of the American standard of living, and as a means of helping to create a stronger, more stable U.S. business economy."

"Our leadership in the world movement towards freer trade has had a marked effect. Free world trade has grown about 400 percent in the last 20 years and the U.S. reaped the benefits of the growth for a long time. But during the years in which we shared our great economic strength with Europe and Japan, important basic changes in our position occurred. The sharing process involved a huge transfer of American technology, services and goods, and the transfer in time helped to create the international competition we face today. Industrialized Europe and Japan had a faster rate of economic growth in the last decade than the U.S. In many fields their technology and their production efficiency surpass ours--and they compete with us everywhere--including on our home ground."

"This is a point worth emphasizing for it carries a moral...If the large, complex and demanding U.S. market can be successfully penetrated by foreign suppliers, why should any U.S. businessman doubt his ability to penetrate less demanding, small and less sophisticated markets abroad?"

"Almost the chief obstacle to a large U.S. export trade is the size and prosperity of our home market. In addition, many U.S. businessmen prefer to operate on familiar territory. I believe that kind of preference persuaded many otherwise intelligent operators to stay in the buggy-whip business."

"Foreign competition has created severe problems for some of our domestic industries, such as steel, textiles, footwear and electronics...To offset this kind of impact, to compete in foreign markets, to build up our trade surplus, we need adherence to the principle of reciprocity. We need fair access to world markets and overseas customers just as much as other nations need access to ours."

International Trade Winds

SYNTHETIC RUBBER — Goodyear Tire & Rubber Co. has joined with two Japanese firms in a venture for the production of polyisoprene rubber. The new firm, Japan Polyisoprene Co., has initial capitalization of about $3 million, with Goodyear holding 50 percent interest, Japan Synthetic Rubber 35 percent, and Bridgestone Tire 15 percent. Production is expected to start by mid-1972 after construction of a $9 million, 30,000 ton annual capacity plant at Kashima, near Tokyo.

PETROLEUM — Deep Oil Technology, Long Beach, Calif., a subsidiary of Fluor Corp., will install its subsea production system on four Iranian Marine International Oil Co. (IMINOCO) wells to be completed in the gulf between Iran and the Arabian Peninsula. The wells will be in the new Rakhsh field, some 90 miles offshore from Iran in water depths of about 200 feet. Output will flow more than 80 miles via underwater pipeline to IMINOCO's Lavan Island Terminal.

PUBLISHING — Xerox Education Group is expanding in England and into Australia, Africa and the Caribbean with the purchase of three publishing companies and controlling interest in a fourth from International Publishing Corp. of London, a subsidiary of Reed International. The companies being acquired are Ginn and Co. Ltd. of London, F. W. Cheshire Publishing Proprietary Ltd. of Australia, Caribbean Universities Press of Barbados, and 90 percent interest in Pilgrim Books Ltd. of Nigeria.

TRACTORS—Ford Motor Co. has begun assembly of agricultural tractors in a new $11 million plant near New Delhi. The 50HP units, incorporating components from the United States and Europe, will be sold in India by Escorts Tractors Ltd., a joint venture company owned 60 percent by Escorts Ltd., a major Indian industrial corporation, and 40 percent by Ford. The new firm will manufacture 6,000 tractors annually.

COMPUTERS — The Burroughs Corp., Detroit, has installed four of its Series L compact computers in Sabah, the East Malaysian state in the north of Borneo. The units, the first of their kind to be installed in East Malaysia, will help the Sabah Foundation in Kota Kinabalu in a project involving the granting of over a quarter million of the state's adult resident citizens a stake in a 3,000-mile timber concession provided by the Government. The computers will be used first to issue certificates to those eligible for free shares in the concession, then for administrative work relating to timber operations on the concession to be undertaken by subsidiaries of the Sabah Foundation.

U.S. Share Of Market For Manufactures Falls In 1970

The U.S. share of world exports of manufactured goods fell to a new postwar low in 1970, as the growth rate of U.S. sales to foreign markets decelerated for the second consecutive year. Meanwhile, world deliveries, excluding those to the United States, expanded vigorously to reach a high of $139.5 billion.

Although U.S. manufactured exports also set a new record of $29.7 billion in 1970, the one-tenth gain was only slightly over half as large as that reported by all other major suppliers as a group. As a consequence, the U.S. share of the market dropped to 21.3 percent. This loss resulted from a combination of factors, some of a transient nature. The slump in the U.S. and Canadian auto markets, coupled with the automotive strike, halted the expansion in U.S. exports of transport equipment, a commodity area in which U.S. firms had performed particularly well in recent years. Moreover, our overall position was adversely affected by the shift in composition of world demand toward goods traditionally originating from other than U.S. sources. On the other hand, although inflationary pressures lifted prices of U.S. manufactured exports, increases on products sold by some of our key competitors were even sharper.

Decline in most groups

The deterioration in the U.S. share extended to all major product categories except chemicals but was especially severe in transport equipment. In the three remaining commodity classes, the U.S. position fell to new lows.

After a sluggish performance the previous year, chemical exports advanced by 13 percent in 1970, with the most marked rise in the first quarter. Particularly expansive were shipments of both organic and inorganic compounds to Western Europe, although those of plastic materials and drugs also climbed. U.S. sales of fertilizers declined, however, primarily because of reduced AID-financing of shipments to South and East Asia. As a net result, the U.S. share of the chemicals market held steady at 21.9 percent, its lowest point in the past decade.

Share losses in machinery

Boosted by higher deliveries of computers and parts, conventional office machines, and materials handling equipment, U.S. exports of nonelectric machinery increased by 17 percent, the highest rate of gain in at least ten years, to reach $8.4 billion. Sales of our competitors advanced even faster, however, rising by one-fifth. This vigorous expansion, unmatched in recent years, led to a loss of nearly one percentage point as the U.S. share of world nonelectric machinery exports fell to 28.1 percent.

A deterioration of about the same magnitude occurred in our standing in the market for other manufactures, a diverse group covering principally semifinished and consumer nondurable products. The U.S. share declined to 14 percent, despite solid gains in exports of steel products, copper, and aluminum, particularly to Western Europe.

Sales of U.S. electric machinery increased by one-eighth to $3 billion, sustained by a substantial expansion in shipments of electronic components, including those destined for assembly in U.S.-owned plants abroad. Deliveries of U.S. measuring and controlling instruments also climbed sharply. Exports of the other major industrial countries, however, rose at almost twice the U.S. rate, forcing our share down to 22.7 percent for a loss of nearly two percentage points.

Disrupted by the automotive strike toward the end of the year and depressed by the sluggish demand for new cars in both Canada and the United States, U.S. exports of transport equipment declined slightly in 1970, prompting a sharp drop of more than three percentage points in our market share. Sales of civilian aircraft, mainly the new jumbo jets, rose significantly but not enough to offset the fall in deliveries of motor vehicles and parts and military aircraft.

Competitors gain

Among the five principal U.S. trade rivals, Japan, Germany, and France expanded their share of the world market for manufactures, exclusive of exports to this country, during 1970. Helped by devaluation the previous year and domestic deflationary policies, the improvement in the position of France was significant in that it represented a reversal of the downtrend prevalent through the sixties. The increase in the French

PHOTO ON PAGE 31—An important percentage of U.S. manufactured exports is moving through the 140-acre, $32 million Seventh Street Container Terminal completed this month by the Port of Oakland. The terminal began operations in 1968, and last year helped Oakland handle the equivalent of 336,364 twenty-foot containers. A total of 11 lines offer container service from Oakland, with a 12th due to begin service in mid-year. Photo shows a container being loaded aboard the ship American Legion of the United States Lines, which links Europe, the U.S. and the Far East in containership service.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity	U.S. exports (million dollars)	U.S. share (%, world exports to foreign markets[1])
Manufactures, total		
1958	11,221	27.7
1959	10,867	25.6
1960	12,716	25.3
1961	12,924	24.1
1962	13,835	24.6
1963	14,459	23.6
1964	16,718	24.0
1965	17,648	22.8
1966	19,510	23.0
1967	21,090	23.3
1968	24,113	23.6
1969	27,132	22.5
1970	29,727	21.3
Chemicals		
1958	1,410	29.6
1959	1,562	29.1
1960	1,779	29.6
1961	1,793	28.2
1962	1,880	27.9
1963	2,013	26.9
1964	2,369	27.1
1965	2,407	24.7
1966	2,693	24.6
1967	2,812	23.7
1968	3,296	24.2
1969	3,393	21.9
1970	3,841	21.9
Nonelectric machinery		
1958	2,818	35.0
1959	2,835	33.8
1960	3,250	32.7
1961	3,605	31.1
1962	3,945	30.9
1963	4,062	30.2
1964	4,678	31.4
1965	5,068	30.9
1966	5,578	30.1
1967	5,984	30.2
1968	6,347	29.4
1969	7,223	28.8
1970	8,433	28.1
Electric machinery		
1958	1,067	32.8
1959	1,045	30.6
1960	1,090	28.2
1961	1,231	27.0
1962	1,367	27.3
1963	1,501	26.8
1964	1,676	26.2
1965	1,674	24.0
1966	1,916	25.2
1967	2,117	25.8
1968	2,303	25.1
1969	2,703	24.4
1970	3,034	22.7
Transport equipment		
1958	2,491	35.3
1959	2,188	32.0
1960	2,671	33.2
1961	2,515	30.5
1962	2,748	31.9
1963	2,710	28.2
1964	3,058	28.4
1965	3,455	28.4
1966	3,727	28.7
1967	4,539	31.8
1968	5,882	34.3
1969	6,570	32.4
1970	6,544	29.0
Other manufactures		
1958	3,434	19.7
1959	3,237	17.6
1960	3,926	17.6
1961	3,781	16.6
1962	3,895	16.8
1963	4,172	16.7
1964	4,937	17.0
1965	5,044	15.8
1966	5,596	16.1
1967	5,638	15.5
1968	6,285	15.5
1969	7,243	14.8
1970	7,874	14.0

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

U.S. exports have been revised to include reexports in order to provide data comparable with other countries' exports.

[1] World exports are defined as exports from the 14 major industrial countries. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

share extended to three product categories. French exporters made particularly impressive gains in transport equipment, largely on the strength of surging sales of automotive products.

Expanding shipments by more than one-fifth, Japan bettered its standing in all major commodity groups. As in France, the most pronounced Japanese share gain was in transport equipment, also principally stemming from rising automotive exports. The Japanese position in chemicals improved notably as well. Germany's increases, while extending to all groups, were more modest. Nevertheless, Germany widened its lead as the principal supplier of chemicals and appreciably narrowed the U.S. lead in electric machinery.

With its share declining in the market for other manufactures, traditionally its best sector, and remaining static for two other commodity groups, Italy's overall position weakened for the second consecutive year. Only in nonelectric machinery and transport equipment did the Italian standing improve. The British position fell by half a percentage point, with most of the decline occurring in January-March. The deterioration extended to all groups except electric machinery where it held even. Transport equipment was the hardest hit, as recurring and costly strikes plagued the country's auto industry the latter part of 1970.

Among other important trading countries, both Sweden and Belgium improved their overall positions, largely on the strength of gains in transport equipment. On the other hand, Netherlands and Switzerland saw their shares decline.

Data on the U.S. share of world exports of manufactured goods are presented quarterly in *Commerce Today*. The preceding report appeared in the issue of Feb. 22. The articles are prepared by the Commerce Department's International Trade Analysis Division.

Tourist-Related Equipment Sells In Caribbean Markets

On-the-spot sales and expanding future orders are the direct and anticipated results claimed by seven businessmen who reported recently on their spring Tourist Industries Trade Mission to the Caribbean.

The company executives, with a leader from the U.S. Department of Commerce, met in Miami in March to embark on a two-week sales trip to the Dominican Republic, Venezuela, and Trinidad and Tobago. The range of their business experience in the area extended from that of an entrepreneur traveling to a region entirely unknown to him to that of a representative of a company that had been dealing through local distributors for more than 30 years throughout the Hemisphere.

The firms represented on the mission supply such goods as dinnerware and bar accessories, food service equipment, swimming pool chemicals, air-conditioning equipment, boats, lawn irrigation systems, golf carts, outboard motors, power mowers, commercial laundry and dry-cleaning equipment.

Find new customers

All seven members found new customers for their products. Immediate sales totaled $270,000; 12-month projections, more than $2.3 million.

Mission Director William M. Tappe, who is Regional Director of the U.S. Travel Service's Mexico City Office, described the group's activities and the market potential for tourist-related products in each of the countries visited—beginning with the Dominican Republic, the mission's first stop.

The Dominican Government, he pointed out, has decided that the solution to some of its economic problems lies in a dramatically increased tourism development program and is currently inviting infrastructure expansion—an encouraging sign for U.S. suppliers. The high percentage of unemployment means a large pool of low-cost labor for hotels and resorts in this Caribbean republic.

"The country is a beautiful one with some of the best beaches in the Caribbean," he said, "but tourists have been slow to come because of political unrest in the past decade and the limited facilities available. However, as confidence in political stability develops, major foreign investors are bringing in the capital to build resorts. A prime example is the Gulf and Western multimillion dollar development which the mission visited at La Romana, east of Santo Domingo. More government and private investment will be seen along the north coast in the near future."

Meetings with the Minister of Industry and Commerce, Dr. Altagracia Bautista de Suárez, and her staff, the Dominican Industrial Association, and the Gulf and Western management, together with representatives of the Dominican business community arranged by the U.S. Embassy resulted in immediate sales of $40,500 and probable contacts resulting in $160,000 in the next 12 months. One distributorship was signed and most members of the mission felt that another day in Santo Domingo would have resulted in more business.

Heading toward Caracas, the mission set out to become acquainted with South America's wealthiest per capita nation. "Venezuela, the world's leading exporter of petroleum, has stressed development to the point that industrial output exceeded that of oil for the first time in 1968," Tappe said.

The present government took office two years ago and in that time claims a 300 percent increase in tourist traffic from North America, he reported. Supporting the growth in tourism is an announced government commitment of $160 million for infrastructure improvements this year. Much of this will be spent on the 11 hotels that form the Venezuelan National Tourism and Hotel Corporation chain and the completion of new airport terminal facilities at Maiquetia Airport serving Caracas, at Maracaibo, in Canaima, and on Margarita Island.

Emphasis on expansion

With the heavy emphasis on tourism industry expansion, the mission members were excited by the prospects—and the results substantiated this enthusiasm. Sales during the week in Caracas were better than $210,000 and the potential for the next 12 months is conservatively estimated to be in excess of $2 million. Three members of the mission had been doing business in Venezuela for 30 years or more but felt their distributors gained new prestige and new impetus by being associated with this U.S. Government sponsored visit.

The third country to receive the trade mission was Trinidad and Tobago, one of the more prosperous nations of the West Indies. Economic problems are similar to those of any developing country—lack of investment capital, high unemployment and few skilled workers, according to the Mission Director. With an unemployment rate exceeding 20 percent, the Government has emphasized a development program with large incentives for foreign investment. The importance of tourism has been given a high priority.

U.S. Ambassador J. Fife Symington personally briefed the mission members on arrival in Port of Spain. "Thanks to two radio interviews, two visits to Trinidadian newspapers, and an evening television appearance, the business

AT PORT-OF-SPAIN, TRINIDAD—*U.S. businessmen arrive to seek markets for tourism equipment. Mission Director William Tappe is second from right. Others, from left: Members John Seney, Willis Walling, Peter Alonso; U.S. Commercial Attache John Sullivan; David Miller, Deforest Malloy, Donald Emmons.*

community was well primed as to the presence and purpose of the U.S. group," said Tappe. In addition, the Mission Director traveled to San Fernando to address the South Trinidad Chamber of Industry and Commerce.

The publicity and Embassy support paid off with immediate sales of $20,000, a 12-month outlook of an additional $170,000, and the signing of three distributorships, Tappe reported, adding: "Again, the schedule was tight—one-and-a-half days in Port of Spain and then a day on the island of Tobago where the talk these days centers on new hotels and a new airport to handle the jumbo jets that Tobago is hoping to lure into the area."

Image builder

A wrap-up session the last day together, he said, produced comments such as: "The trade mission has been successful not only as a sales effort but as an image building activity. I would not hesitate to recommend that our firm participate in future missions. I wrote some sales orders at each stop. The kick-off receptions were useful in making contact with people I might never have managed to see."

A smaller businessman commented, "Sales are my primary objective and Trinidad provided me a much better potential market. Thanks to the Embassy, I made contacts that otherwise would have been impossible."

One representative of a large hotel supply manufacturer who visits this area regularly added that the mission improved his market position tremendously and should have long-range benefits for him.

The Caribbean mission was comprised of the following businessmen: Peter C. Alonzo, Anchor Hocking Inter-America, Ltd., Lancaster, Ohio (Jorge L. Martinez in Santo Domingo); Arthur Einhorn, Alfred Kubies Western Corp., New York; Donald R. Emmons, Advance Aquatechnic Associates, Orlando; Deforest E. Malloy, Outboard Marine Int'l, Inc., Miami; David Miller, Steiner-Atlantic Corp., Int'l, Miami; John M. Seney, Jr., J. M. Seney Co., Baltimore; and W. R. Walling, Swan Manufacturing Corp., Rockaway, N.J.

Market Share Report Issued On 71st Nation

Another country report has been added to those already published in the current (1965-69) series of Market Share Reports provided by the Commerce Department's International Trade Analysis Division. Now ready for distribution is the report on Nigeria.

The data for Nigeria are based on exports from 14 supplier nations, as the country's import figures through 1969 have not yet been received.

Market Share Reports, issued by country and by commodity and updated annually, provide quantitative information on imports of 1,127 manufactured products into major trading nations and the U.S. share of these imports.

U.S. suppliers can use the data to help identify potential markets, analyze changes in import demand, and evaluate markets for parts and accessories.

Of the 73 country reports in the series, only those on Colombia and Malaysia are still to come. All of the commodity reports—more than 1,100—are available.

For a free catalog, write: Sales and Distribution, U.S. Department of Commerce, Washington, D.C. 20230. Country reports, 75 cents each; commodity reports, 10 cents.

AMA Seminar To Focus On International Acquisitions

"International Mergers and Acquisitions" will be the subject of an orientation seminar next month at American Management Association headquarters in New York. Planned by AMA for corporate policy makers and their senior staffs in corporate development and finance, the June 28-30 seminar will focus on strategies and techniques for making acquisitions overseas.

Write: AMA Building, 135 West 50th St., New York, N.Y. 10020.

U.S. Balance Of Payments Deficit In First Quarter Shifts Adversely

The U.S. balance of payments, on the liquidity basis and seasonally adjusted, was in deficit by $3,078 million in the first quarter of this year ($3,258 million excluding allocations of Special Drawing Rights), according to preliminary data of the Commerce Department's Office of Business Economics. The figure represents an adverse shift of $2.5 billion from the comparable figures for the fourth quarter of last year. About $0.2 billion of the shift resulted from special financial transactions.

The balance on the official reserve transactions basis, seasonally adjusted, was in deficit by $5,506 million ($5,686 million without SDRs), a $2.2 billion deterioration from the 1970 fourth quarter.

After the annual recalculation of seasonal adjustment factors, the shifts in both balances may turn out to be somewhat smaller, OBE reports.

Both balances reflected a large increase in outflows of dollars through transactions for which data are not available. In part, those outflows were probably short-term funds attracted by higher interest rates abroad than were obtainable in the United States. Transactions for which data are now available, including merchandise trade and certain capital flows, in the first quarter were little changed from 1970 quarterly averages.

The liquidity balance, intended to be a broad indicator of potential pressures on the dollar resulting from changes in our liquidity position, is measured by changes in U.S. official reserve assets and in liquid liabilities to all foreigners.

The official reserve transactions balance is intended to be an indicator of immediate exchange market pressures on the dollar during the reporting period. In addition to changes in U.S. official reserve assets, it takes account of changes in both liquid and certain nonliquid liabilities, but only those to foreign official agencies.

Gain in reserves

The large deficit in the official balance in the first quarter was mostly reflected in increased foreign exchange reserves—probably mostly in dollars—of countries where monetary conditions remained tight, particularly Germany (where speculative influences may have also been a factor) and to a lesser extent the United Kingdom and Japan. However, a number of other countries—including Italy, France, Belgium, Sweden, and Canada—also recorded substantial gains.

The merchandise trade surplus rose $140 million in the first quarter to $290 million, seasonally adjusted, after declining $560 million in the fourth quarter. At an annual rate of $1.2 billion, the first quarter surplus was far below the $2.1 billion surplus for the full year 1970. Exports increased $575 million in the first quarter to $11,040 million, and imports rose $435 million to $10,750 million. (These figures are on a balance-of-payments basis, which excludes military exports and imports of the Defense agencies and reflects various other adjustments to the trade data reported by the Census Bureau.)

Revised data, with additional details, will be published in the June issue of OBE's *Survey of Current Business*, available at $1 per copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the Commerce Department's Field Offices.

INVESTMENT IN IRELAND—*Digital Equipment Corp. of Maynard, Mass., has negotiated with Industrial Development Authority, Ireland, to establish plant at Galway. Above, at headquarters in Dublin, Michael J. Killeen (right), managing director of IDA Ireland, and Peter J. Kaufman, Digital's vice president for manufacturing, sign agreement.* *(See also story on U.S.-Irish investment talks on Page 12.)*

Four 'E' Stars, Two 'E' Flags Fly In Five States

Four manufacturers and two chambers of commerce are recent recipients of the Presidential "E" and "E" Star awards for achievements in exporting and international trade.

Air Shields International, Division of Air Shields, Inc., Hatboro, Pa., was presented with an "E" Star for overseas sales of its incubators and other medical equipment. Air Shields formed its international division in December 1969 to further its foreign marketing strategy.

More than a third of CRC-Crose's sales are to international customers. The Houston-based manufacturer of pipeline and well-drilling equipment received an "E" Star for increased sales over the past three years. The company accomplished this by developing new markets and introducing new products and methods.

For exports of its signal and waveform generators, oscillators, and waveform synthesizers, Exact Electronics, Inc., Hillsboro, Ore., received an "E" award. The firm selects overseas distributors to represent its products which are used in automatic test systems and arranges for liberal credit terms.

Sprague & Henwood International Corp., subsidiary of Sprague & Henwood, Scranton, Pa., developed foreign sales of its diamond drilling equipment and accessories by entering into licensing agreements, offering prompt delivery service, designing new products, and providing flexible credit terms. In 1965, Sprague & Henwood entered its first licensing agreement with a Belgian concern, providing access to the Common Market. Today the firm also has affiliates in the U.K., Latin America and Africa.

Two other recent "E" Star recipients were: the Buffalo Area Chamber of Commerce, Buffalo, N.Y., and the International Trade Bureau, Cedar Rapids Chamber of Commerce, Cedar Rapids, Iowa.

OREGON FIRM'S 'E'—*E. E. Schnellbacher, the Assistant Director of Commerce's Bureau of International Commerce, far right, presented an "E" certificate to officials of Exact Electronics: Jerry F. Foster, vice president, and William M. Lee, president.*

THREE EXPORT CITATIONS—*With Air Shields' "E" Star, far left picture, are Raymond R. Riesgo, Acting Director of the Philadelphia Field Office, and Wayne Cunningham of Air Shields. In the center, Carey Crutcher, chairman of the board of CRC-Crose, displays his firm's "E" Star. And on the right, Adrian E. Ross holds the "E" for Sprague & Henwood.*

Markets In Germany, Japan, U.K., Italy, Mexico Open To U.S. Firms

Valued at $4.5 billion, the European market for measuring and control equipment is the target of the U.S. exhibition at INTERKAMA '71, Oct. 14-20, in Duesseldorf.

Germany, the largest single-country market for this equipment, consumes about $1 billion a year, with an annual growth rate of 15-20 percent.

The market value for this equipment in the European Economic Community is estimated at approximately $3.5 billion a year.

In the face of strict foreign competition, U.S. suppliers and producers ranked first in 1969 among exporters to Germany of measuring and control equipment, providing about a third of that nation's demands.

Equipment with high sales prospects include measuring instruments and equipment; systems for measuring, indicating and controlling; and instruments to measure and control pressure, force, thrust, torque, acceleration, moisture, humidity, vibration, flow, and temperature.

Call Noel Negretti, 202-967-2425, Department of Commerce, BIC-938, Washington, D.C. 20230, or contact any Department Field Office.

Avionics equipment

More than 90 percent of the Japanese import market for avionics and ground support equipment is supplied by U.S. firms. Japan also imports over 90 percent of its civil aircraft from America. That nation's total consumption of these products was $133 million in 1969, with half of the market demand met through imports.

American companies seeking to expand or begin export activities in this lucrative market will have the opportunity through an exhibition at the U.S. Trade Center in Tokyo, Oct. 25-30.

With the growth of air service and the trend toward larger aircraft, Japan has been speeding up its airport improvement efforts. A new five-year plan covering 1971-1975 involves expenditures of more than $1.5 billion for two new international airports and the improvement of domestic airports.

Five major types of U.S. equipment in demand are: communication equipment, navigation systems, aircraft engines, ground support and air cargo equipment.

Contact Robert Miller, 202-967-2991, Department of Commerce, BIC-936, Washington, D.C. 20230, or any Commerce Department Field Office.

Research, lab equipment

Almost 1,000 public and private research establishments and clinical laboratories in the United Kingdom provide a lucrative market for U.S.-made research and clinical laboratory equipment.

From Nov. 1-5, for the third time in two years, Commerce will sponsor an exhibition of American equipment in this field at the U.S. Trade Center in London. A February 1970 biochemical and test equipment exhibition closed with more than $2.2 million in projected first year sales; a medical engineering equipment show last December is estimated returning $4.8 million in 12-month sales to its 37 participants.

Equipment being sought by the British market include: all types of analyzers, centrifuges, data acquisition and processing systems, environmental chambers, particle counters, photoelectric scanners, and spectroscopy and ultrasonic equipment.

Contact Joseph F. McNulty, 202-967-4653, Department of Commerce, BIC-942, Washington, D.C. 20230, or contact any Department Field Office.

Fluid power

As Italy drives toward automation in both industrial processes and manufactured equipment, it seeks American sources of supply which incorporate advanced technology.

To assist companies in this market, a fluid power equipment exhibition/symposium is scheduled at the U.S. Trade Center in Milan, Nov. 23-27.

Italy's consumption of this equipment for 1971 is estimated reaching $63 million, for an annual growth rate of 15-20 percent. Components for use in sophisticated systems are mainly imported from the U.S., which is often the exclusive supplier for much of Italy's fluid power equipment.

Major product categories at the exhibition are: hydraulic motors, valves, pumps, servosystems, fluidic devices and hydraulic and pneumatic testing equipment.

Call Samuel Spaulding, 202-967-3968, Department of Commerce, BIC-944, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Packaging machinery

Inaugurating the new U.S. Trade Center in Mexico City, the first such Commerce showcase in the Western Hemisphere, will be an exhibition and conference of packaging machinery, Nov. 29-Dec. 3.

Market research indicates that Mexican imports of packaging machinery have increased 62 percent over the last 5 years, for a 1970 total of $16.5 million. For American exporters, the major growth factor in the Mexican market has

DRYERS & MECHANICS—*The Johnson Corp., Three Rivers, Mich., left, displayed drying equipment to Scandinavian buyers at the pulp and paper exhibition in April. The firm projects $150,000 in first-year sales from its participation. While on the floor of the Paris Trade Center, right, the Hunter Lite-A-Line wheel alignment equipment is explained to two customers.*

been for food packaging machinery. The U.S. supplied $11.4 million worth of this equipment last year.

Two of the factors influencing Mexico's needs in this field are: the growth of consumer outlets, and ways to reduce labor costs. Major users of this equipment are the food, pharmaceutical, toy, cosmetic, home products, hardware and clothing industries.

For additional information on the first U.S. Trade Center show in Mexico, and on the new permanent showcase, call Max Miles, 202-967-4047, Department of Commerce, BIC-950, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Exhibitions In Orient, Europe Open to U.S. Participants

An exhibition of air and water pollution controls will be sponsored in October by the Government of Singapore as part of a month-long national health campaign. American consultants, manufacturers and suppliers should contact Dr. Wan Fook Kee, Senior Health Officer, Ministry of Health, Palmer Rd., Singapore 3.

Micro parts and micro manufacturing equipment will be displayed at MICRONORA 1971, Oct. 6-16, at Besancon, France. This exhibition will be oriented toward micromechanical parts and precision components for the electronics industry. Write: EXA, 1, rue Gay-Lussac, 25-Besancon.

EQUIP'HOTEL, a display of equipment for hotels, restaurants and the catering and vending industries is scheduled for Paris, Oct. 14-25. This major exhibition featured 455 exhibitors at the 1970 fair which was visited by 65,000 businessmen. Write: French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019 (212-582-4960).

The Japan International Welding Show is scheduled Apr. 20-24, 1972, in Tokyo. This is the only specialized welding and cutting show in the Orient and is staged annually. Applications are due Oct. 31. Write: The Japan International Welding Show Management Office, The Sanpo, Inc., 11, 1-chome, Kanda Sakumacho, Chiyoda-ku, Tokyo.

Pulp, Paper Show Projects $5 Million In Orders For 23 U.S. Exhibitors

A computer-based control system for paper machines is expected to return $5 million in export sales during the next year to Measurex Corp., Santa Clara, Calif. This new-to-market exhibitor was one of 23 firms in a display of pulp and paper production and conversion equipment at the U.S. Trade Center for Scandinavia.

The Apr. 20-24 show in Stockholm closed with more than $8.7 million in projected orders. An audience of 624 visitors registered for the event.

Two American companies sought Scandinavian representatives. One agent was appointed and negotiations with four other candidates were in progress at the show's end.

Valvoline Posts Top Sales At Auto Show

Valvoline Oil Co. displayed its line of anti-rust products and engine lubricants in the automotive diagnostic and service equipment show at the U.S. Trade Center in Paris. When the Mar. 29-Apr. 2 exhibition was over, the Ashland, Ky., firm issued first year sales projections of $1.5 million—the highest sales figure of the show.

Total 12-month sales were estimated at $4.8 million by the exhibition's 30 participants, whose equipment was on view in the booths of 23 exhibitors. An audience of 665 attended the event, which included products of 13 companies new to the French market.

Fifteen exhibitors were seeking overseas agents, licensees, distributors and joint venture partners. Three agreements were concluded by the end of the show, and negotiations with 61 other candidates were still in progress.

Two New Records Set At EDP Exhibition In U.S.-Stockholm Center

Two new records for the U.S. Trade Center in Scandinavia were set at an exhibition of EDP equipment. New marks now stand for visitors—2,829, and for projected sales—$39.1 million.

The record breaking Mar. 23-27 exhibition in Stockholm closed with floor sales of $1 million. Of the 46 American firms, represented through 38 exhibitors, 16 were interested in agency agreements. By the end of the show, each of these firms had found prospects or made appointments; 12 agents were named and 31 were still under negotiation.

A technical seminar program with the show drew 880 visitors.

The first sale of the show, an order for $120,000, was made by Eastman Kodak Co. From the exhibition, Kodak is reporting a total of $250,000 in floor sales and $2 million in estimated 12-month sales. The New York firm displayed business systems through its Swedish subsidiary Kodak AB.

Egg Cracker, Water Filter Get Attention In Milan

An American dairy processing and poultry equipment display at the U.S. Trade Center in Milan featured the products of 21 companies. The Apr. 14-25 show coincided with the Milan International Trade Fair which included an agricultural exhibit.

For the coming year, sales of more than $3 million are anticipated. Several firms sought representatives, and by the end of the show, nine agents had been appointed; another 24 candidates were also under consideration. One company also concluded a licensing agreement.

Two of the booths receiving a high degree of interest were those of Abcor Inc., Cambridge, Mass., which displayed an ultrafiltration system for water used in food processing, and Seymour Foods, Topeka, Kan., with its egg cracker and separator.

FROM THE BOOK—*Technical data on Digital Equipment Corp. products is discussed with a customer in Stockholm.*

TO CRACK MORE THAN ONE EGG—*Italian firms engaged in mayonnaise, pastry, ice cream and pasta making, which need to crack and separate eggs by the dozens, were attracted to the booth of Seymour Foods and its automatic cracking machine.*

Italy's Economy Pauses As New Investment Lags

Despite Italy's achievement of 5.1 percent real GNP growth in 1970, the year was difficult and in many ways a disappointing one for the economy.

The U.S. Embassy in Rome has reported to the Department of Commerce that labor unrest continued throughout the year as unions attempted to shape and promote the speedy passage of a number of economic and social reform measures. A combination of factors held investment under optimum levels. Absenteeism problems and checkerboard strikes also impeded use of full capacity.

Sharp import rise

Consumer demand was strengthened by the large wage increases granted in late 1969 and domestic industry, hampered by continuing labor unrest, was unable to satisfy it. In the absence of higher production, imports increased sharply, causing a considerable deterioration of the trade account. Nevertheless, large Eurodollar borrowings during 1970, some of which were inspired by the Bank of Italy, made it possible for the overall balance of payments to close in surplus.

Stockholders in Italian industry felt a pinch during 1970. Although results varied widely from one sector to another, there was a definite squeeze on profits as a result of higher wages, production interruptions and high money costs. The share of wages and salaries in national income increased from 56.5 percent in 1969 to 59 percent in 1970. Conditions were particularly difficult in the construction sector and the perennially troubled textile and artificial fibre industries in which real output fell in 1970 and continued falling in the early months of 1971.

While large industrial enterprises did not find it too difficult to obtain outside financing, small and medium-sized firms which tend to be undercapitalized did have trouble in finding an alternative source of funds. These difficulties were complicated by a tight money market situation for the first half of the year, and a resistance on the part of the banking system, after the monetary situation was eased, to lower rates of interest on loans.

Given the impressive growth rates it is tempting to dismiss Italy's economic difficulties as exaggerated. Nevertheless, present difficulties go beyond the psychological factors to which Italians have always been particularly sensitive. These are real problems exerting a definite braking effect on economic progress—an effect which is becoming more apparent with each passing month. There has been some slackening in demand in certain sectors, notably the construction industry. There is growing official preoccupation with the reluctance of private investors to modernize equipment and build new plants until the political outlook is clearer. Interest rates have been lowered somewhat and all indications are that the banking system is highly liquid. Thus, while investment capital appears to be in plentiful supply, "the horse will not drink".

The country faces the necessity of making costly social investments in infrastructure after a long period of rapid industrialization. Demands on available resources are heavy and may cause a temporary slowdown in visible economic growth but a consensus seems to be in formation on adjustments in the distribution of available resources. Conditions are present for the resumption of a more satisfactory growth pattern by year's end.

Although the economic results of the first months of 1971 and the last few months of 1970 have been disappointingly flat and government officials speak openly of stagnation and danger of recession, the prospect for the balance of the year is by no means entirely negative. Progress is being made in turning reform programs from plans into legislation. The construction sector, which has been going through one of its recurring crises, should soon obtain a substantial injection of funds from a government public housing bill.

Although inflationary factors remain a problem, the rate of price increases in Italy has not exceeded that of the country's principal trading partners and Italian exports remain competitive in world markets. Italian entrepreneurial drive and innovation are behind an Italian growth rate which is one of the world's highest. As *The Economist* recently remarked, "when Italians talk of things going wrong, it has to be remembered that they are talking as the Japanese of the West."

Despite all of the difficulties of 1970, overall productivity in the Italian economy rose by 4.8 percent. This is clearly one of the factors behind the OECD prediction for an average real growth for Italy of 5.6 percent a year in the decade of the seventies.

Over the past year two-way trade between the United States and Italy showed substantial gains. Italian imports from the United States, as measured by Italian trade statistics, reached an all-time high of $1,542.8 million, an 8.8 percent increase over 1969. The same trend was noted for Italian shipments to the United States, which amounted to $1,353.7 million ($1,272.4 million in 1969). Thus, in 1970 the United States

had a trade surplus with Italy of $189.1 million. The U.S. share of the Italian market was 10.3 percent in 1970, compared with 11.1 percent in 1969.

Reflecting the efforts of Italian industry to increase productivity in order to offset higher labor costs, Italian 1970 imports of American machinery and equipment totalled $395 million, a 16.6 percent rise over the previous year. As Italian firms generally swing around to a more positive stance on investment in new plants and equipment, as large firms and state industrial enterprises have begun doing, they will be interested in taking additional steps to improve their productivity as well as to expand capacity. The Italian Government estimates that investment spending during 1971 may increase by six percent. This is weighed heavily in favor of government-induced housing starts.

Should the Italian economy respond to improving conditions, sales prospects for a variety of American products would be enhanced. American chemical products find a good market in Italy; last year Italian purchases of these products from the United States amounted to $180 million. Transportation equipment; mostly aircraft and parts, have a steady and good market. Other traditional Italian imports from the United States, such as paper and paper manufactures and iron and steel products will in all probability continue to be in demand.

Recent trade leads

In current market and business developments there are some observable trends which should be of interest to American traders. The expanding use of mini, multi-use electronic data processing equipment in banks, research laboratories, universities, and Italian Government agencies shows encouraging market potential. It is reported by local trade sources that only a small fraction of Italian needs is supplied by local output and that by 1975 total requirements will be between $45 and $50 million.

There is a growing interest in Italy for large size hydraulic motors of the following types: industrial, aerospace and variable displacement. There are also opportunities for the sale of a variety of sophisticated items including training and education aid equipment, resistance welding transformers, photo-compositors, offset duplicators and other machines.

Information gathered from industry sources points to increasing demand for control instrumentation used by graphic industries, and security equipment. Also warranting attention because of their sales potential are metal finishing and surface treatment equipment, and printing and bookbinding machinery.

Unless they have established operations in Italy, U.S. companies generally cannot compete successfully with domestic suppliers for direct Government contracts. American firms without Italian operations, however, often furnish the Government goods which are not available in Italy.

Italian state holding companies, which are frequently important customers and buyers of U.S. products, are exempt from the somewhat cumbersome regulations and procedures governing procurement by Government agencies and are free to purchase from any source.

Massive Investments In Italy's South Will Require Much Imported Equipment

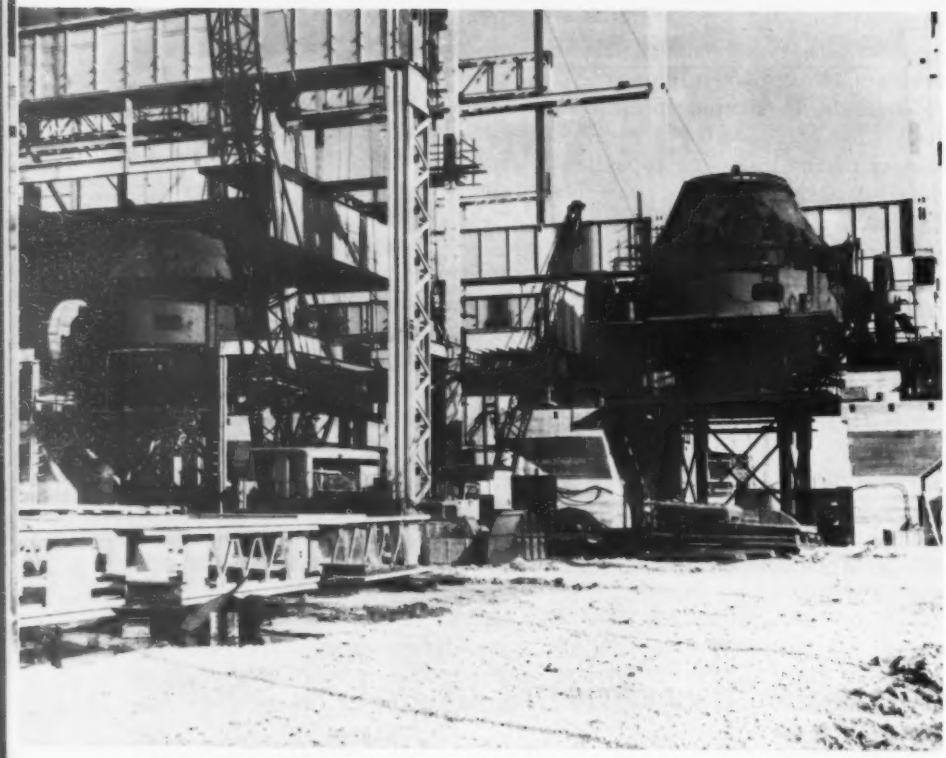
The Italian Government recently announced a top-priority program which will double its efforts to develop the Mezzogiorno, Italy's South. The area comprising all of the provinces south of Rome together with Sicily and Sardinia covers 41 percent of the Italian territory, with 36 percent of the population, (nearly 20 million out of 54 million); it accounts, however, for only 23 percent of the gross national product. Per capita income in the area varies from one-half to two-thirds of the national average, which was $1,710 in the past year.

Concerted action to reduce the gap between the industrialized North and the less developed South was taken in 1950 with the establishment of the Cassa per il Mezzogiorno, the Fund for the Development of the South. The Fund has successively concentrated on infrastructural works, promoted industrial ventures, though with mixed success, and built up industrial areas in the South.

Although about $1.68 billion was invested between 1965 and 1969, 70 percent of Italy's industry is still located in the north and central regions. Over a million jobs have been created, but this has failed to check the migration of 2.3 million persons from the area. In addition, many firms, including foreign ones, have in recent years established new plants in the northern part of the Mezzogiorno, just "over the line," south of Rome, where the supply of skilled labor is more plentiful; this has in part defeated the objectives of the program.

Commitment to South

Increasingly, the Mezzogiorno and its problems are being looked at not so much as a special problem, but as an integral part of the political, economic, and social problems of the nation as a whole. Prime Minister Colombo is a southerner from Potenza, and his commitment to develop the South is a longstanding one. Henceforth, overall responsibility for this area



ACTION IN SOUTHERN ITALY—*Massive basic oxygen steel-making vessels are installed at the Taranto steel complex, where a $1.6 billion expansion is underway.*

will be taken over by the Inter Ministerial Committee for Economic Planning (CIPE), while the Cassa per il Mezzogionro will become an executive body, concentrating on major industrial, commercial and agricultural developments.

The Italian Budget Minister recently told Parliament that combined private and public investments over the next decade should total around $72 billion, of which $11.2 billion will be by government-controlled firms. The Cassa will be responsible for projects totaling $10.7 billion, with an average of $960 million per year over the 1971-1975 National Economic Plan.

Eighteen major investment projects totalling $3.1 billion have already been approved by the Economic Planning Committee. Included are a new IRI (the Government Holding Company) steel complex at Reggio-Calabria, to cost upwards of a billion dollars, with production reaching 5 to 10 million tons a year in the 1978-82 period. At Taranto, on the instep of the boot, the Finsider-Italsider group will spend about $1.6 billion to increase steel output from an estimated 4.3 million tons this year to 10.3 million tons by 1976-77.

Large firms move in

The Government is encouraging Italy's largest private firms to effect the bulk of their new investments in the South. To this end, FIAT, Italy's leading company, is beginning to implement its $400 million investment program, which will include seven plants producing autos, trucks, tractors, batteries, electrical equipment, aircraft and marine turbine engines.

Pirelli has $400 million earmarked for the construction of plants to produce tires, rubber products, and power telephone cables. Olivetti is also building new plants to produce electronic instrumentation.

As part of the program, Sicily will soon begin producing FIAT automobiles while Pirelli will expand its tire plant in Messina. Other projects include a Montedison pilot hosiery and knitwear plant; expansion of a cement plant to 250,000 tons annually; and a planned $960 million investment by the Sicilian Mineral Authority for the location, exploitation and processing of minerals from North Africa.

Sardinia gets attention

Sardinia will also receive attention; the island was and probably is even less developed than Sicily, with a population of only 1.5 million. Six areas, which include the provincial capital Cagliari, have been selected as special development areas. The most important investment thus far has been at Porto Torres (northwest coast), where S.I.R., Italy's largest petrochemicals group, is planning one of the most completely integrated chemical plants in Europe. When operating, the plant will provide 15,000 jobs and produce annually 130,000 tons of plastic, 250,000 tons of fertilizer and 200,000 tons of other chemicals.

In addition, the National Hydrocarbons Agency-ENI, jointly with Montedison and Snia Viscosa is planning a $385 million investment for a chemicals, synthetic fibers, and textile complex, with an eventual target of 55,000 tons of polyester, and 50,000 tons of acrylics. Montedison will also invest over $1 billion to build a huge complex (close to Cagliari), producing basic petrochemicals, synthetic textiles and plastics.

These are but a few of the investment projects presently planned for the Mezzogiorno. Local trade sources in Italy recently estimated that between 15 and 20 percent of all machinery and equipment required for these projects will have to be procured abroad. U.S. exporters, especially of advanced technology equipment, should be in strong position to bid on this new business.

Swedes Need Sophisticated Machinery In Order To Keep Exports Competitive

Sweden's need for increasing production of goods for export and domestic use in order to counteract rising wages and costs, to obtain cash reserves, and to combat rising imports continues at a great pace. Richard Garnitz, Director of the U.S. Trade Center in Stockholm, reports that the acute shortage of labor in nearly all sectors has begun to ease. There is, however, still a shortage of badly needed skilled labor, particularly in the production of sophisticated capital goods for export and of high-ticket consumer goods for domestic use. Sweden's indigenous population is expected to increase during the years ahead by only 0.6 percent yearly; even with an expected immigration of 20,000 annually, there will thus be a continuing shortage in its need for a productive labor force.

Boom passes peak

Nineteen-seventy was a year of rapidly growing demand and production in Sweden but the boom appears to have passed its peak during the first half. This year will probably find a mild recession present. A weakening domestic demand for consumer goods will slow some imports; consequently, the balance of trade should improve—if Sweden can continue to increase its exports of both capital and consumer goods.

To attempt to find an answer to these problems, and insure this trend toward a bettering balance of trade, Sweden has tightened even more its restrictive fiscal policy, eased the credit market, and will allow a special 10 percent tax deduction on investments in machinery and equipment for industrial rationalization and modernization.

Sweden's foreign trade continued its steady yearly increase in 1970. Swedish exports last year were valued at approximately $6,817 million, a gain of 19 percent over 1969, and its imports also rose about 19 percent to a little more than $7,000 million. This left the country with a foreign trade deficit of $224 million for calendar year 1970. This compares with a 15 percent increase in both sectors in 1969.

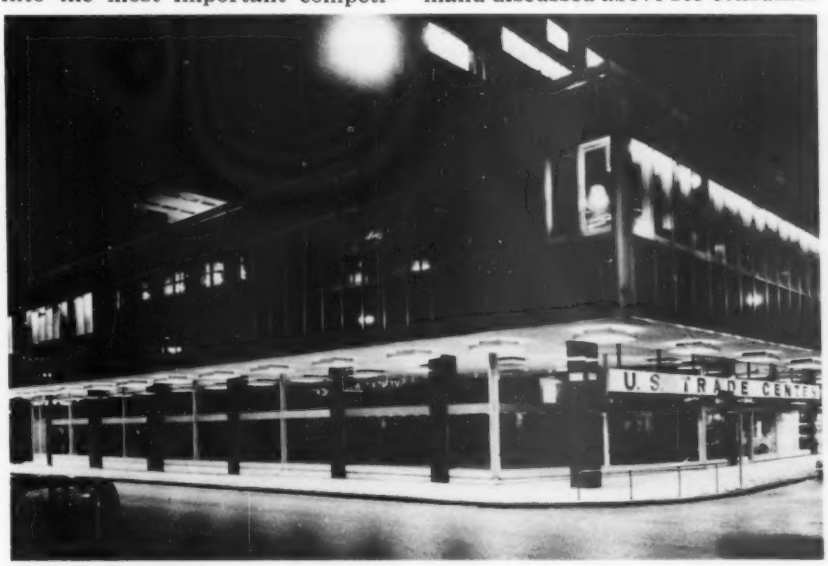
In both Swedish exports and imports, Japan took the greatest percent of additional trade, reaching an amazing 45 percent increase in its total sales to this excellent market. The United States also did quite well, increasing its sales by 20 percent to a record $608 million. In return, our imports from Sweden rose 13 percent to $404 million.

The record sales being made to Sweden by U.S. exporters do not include an extremely important item, and this exclusion tends to cloud the picture. That item is the total of sales made to Sweden by American subsidiaries or licensees abroad manufacturing American products. These firms often develop into the most important competition of U.S.-based companies and are believed, unofficially, to deliver products totaling nearly the value of those delivered directly from the United States. While only the partnership share or licensee fee returns to the United States, this alone makes a large addition to our sales figure.

Prospects for increased U.S. exports to Sweden are still excellent in both capital and consumer goods.

Factors affecting the latter include the following: Sweden still has the second highest standard of living in the world with a per capita income of more than $3500 yearly, and has a GNP of more than $31 billion (estimated to rise another 3 percent in 1971). The rise in salaries and wages for 1971 is conservatively estimated at 10 percent and as employment is expected to remain unchanged, the entire increase will be attributable to increased earnings; and the assessed increase in disposable incomes in 1971 is 10.4 percent and private consumption will probably rise by 2.8 percent in volume.

The factors affecting the opportunities for increased sales of capital goods are many. The demand discussed above for consumer



COMING THIS FALL—*Shows scheduled for U.S. Trade Center in Stockholm will display American-made educational and industrial training equipment in September, and design engineering components for machinery and vehicle manufacturers in October.*

VISITED LAST WINTER—*Electronic components exhibition by Shure Brothers, Evanston, Ill., at U.S. Trade Center in Stockholm in February, attracted wide interest.*

goods will, of course, first be filled by domestic production, but, to be competitive against imports and to be able to produce to meet that demand, sophisticated machinery is a must; but, most important, Sweden must export to survive and her demand for advanced labor-saving, cost-cutting, production machinery and components of all kinds is tremendous and growing. In addition, service—the backbone of the modern developed world—lacks ample personnel and the need for time and labor-saving assistance in the fields of education, medicine, research, and personal care (i.e. laundry, cleaning, feeding, packaging) is also high.

In order to fill her needs for these products, and keep her place in the vanguard of trading nations, Sweden has followed a consistently liberal trading policy. There is now a 6 to 7 percent average industrial tariff for non-EFTA nations with still more cuts to come as the rest of the Kennedy Round GATT negotiations are put into effect.

The expected NORDEK union has fallen by the wayside for the present as Denmark and Norway carry on their campaign to enter the European Community.

Sweden, too, is conducting negotiations with the European Community. What form Swedish affiliation might take should the Swedes be successful in working out an arrangement is still open. The Swedes have excluded the possibility of full membership because of their policy of neutrality. Sweden has told the EC that it is prepared to join a customs and agricultural union.

Market growth seen

The Swedish market should continue to grow and become a more important target for American producers of goods and services. However, as it grows as a target for U.S. suppliers, it becomes equally attractive for our competitors from EFTA (20 percent increase in 1970), EC (18 percent), Japan (45 percent), and other major trading countries. The U.S. rate of increase in sales (20 percent) was second only to Japan.

The Swedish market offers tremendous opportunities for many American products. They must, however, be merchandised for the Swedish market and be efficiently and actively promoted. A Swedish agent is imperative. More often than not, a European agent in Brussels or Geneva or Frankfurt or Paris overlooks the growing importance of the Nordic area. He is not present to follow-up, service and resell the products. Export models of advanced machinery should be converted to metric measurements and should be supplied with instruments and equipment designed to meet the high Swedish electrical standards. Spare parts, maintenance and service must be made readily available by the American principal or his local representative.

Most important, perhaps, those products meant to be marketed here must be very new, sophisticated and attractive. Sweden and the Swedes make up a modern and sophisticated nation that demands and receives the best for its money.

The U.S. Trade Center for Scandinavia, located in Stockholm, has, in its more than 6 years of existence mounted 46 industry-wide exhibitions of U.S.-made products and more than 170 additional shows sponsored by individual American firms or their representatives. Nearly 50,000 invited Swedish industrial visitors have registered at the Trade Center, buying more than $5 million in goods off the floor and negotiating for another nearly $90 million in sales.

Last year the Trade Center achieved its greatest degree of success in assisting purveyors of U.S. made machinery, equipment, components, goods and services in signing agents, identifying and contacting prospects and selling their wares. The opportunities for using this facility as part of an industry-wide show, or, without cost, for your company's individual exhibition are many, and the requirements are simple. Contact any Commerce Field Office or the Department's Commercial Exhibitions Program in Washington for details.

Chile's New Allende Government Outlines Central Economic Goals

Chile's Minister of Economy has stated that the central economic goal of the new Allende Government is to transform and restructure the economy by ending the power of large landowners and monopolists, redistributing income, accelerating agrarian reform, and increasing state control over strategic sectors of the economy. Those are the views of Chilean Minister of Economy Vuskovic, as reported to the Department of Commerce by the U.S. Embassy in Santiago.

Since its inauguration last Nov. 3 the Allende Administration, a coalition of four parties and two political groups of the *Unidad Popular* (UP), has made its economic plans and policies increasingly clear. At the recent OAS Inter-American Committee of the Alliance for Progress (CIAP) meeting in Washington to review Chile's economy, Vuskovic noted that the government's short-run economic policy is to control inflation, readjust wages upwards, reduce income from capital, expand demand and production, and increase public investment.

The Minister noted that the Chilean Government has not closed its doors to the participation of foreign capital within the structural changes and economic process that the Government has initiated in Chile. He said that what interests the Allende Government is foreign capital that assists Chile in the process of its own capital formation and facilitates the country's access to technological progress. He added that the UP hopes to maintain and amplify under appropriate conditions financial and technical collaboration with other countries.

Vuskovic repeated the government's well-known desire to nationalize the major copper companies, banks, and other strategic industrial sectors. He said that the Chilean Government has reiterated its decision to give strict compliance to the country's promised financial obligations.

Plan gives details

The Planning Office (ODEPLAN), in its Annual 1971 Plan, provides further details about the economic plans of the UP. There are sectoral plans for the various productive sectors. In the field of agriculture, the Government plans to expropriate 1,000 *latifundios* (large farms) during 1971 and resettle approximately 30,000 families on them. (According to ODEPLAN, the Government hopes to expropriate 3,800 agricultural properties, totaling about seven million hectares, in the 1971-76 period and settle at least 70,000 families in *asentamientos*—cooperatives—on the expropriated land.)

The 1971 plan forecasts the expansion this year of such mineral products as nitrates (one million tons), iron (12 million tons), and coal (1.6 million tons).

The Allende Government is faced with the tasks of increasing production and economic growth, lowering the rate of unemployment, controlling price inflation, and maintaining a relatively strong international reserve position. According to preliminary data, Chile's gross domestic product increased in real terms by 1.7 percent in 1970, while industrial production declined 0.3 percent.

The Government is hoping to increase substantially the rate of growth during 1971. Several production agreements have been signed that provide for state purchase of goods. More purchasing power has been given to lower and middle-income groups by means of wage readjustments and strict price controls. Increased production of some basic products, such as from the principal coal company nationalized in early January, has occurred during the first three months of 1971.

The Government has attempted to gain increasing control over the strategic sectors of the economy. As a result of its policy to nationalize the commercial banking system, the Chilean Development Corporation (CORFO) has been buying shares of domestic private banks. Out of a total of 21 domestic commercial banks originally in private hands, the state had purchased controlling interest in

WHERE CHILEAN POLICY IS MADE—*The offices of Chile's President Allende and several Government Ministries are located in this building, called "The Moneda".*

eight by the beginning of April.

The Government has announced a new automotive policy in which the eleven existing plants will be reduced to not more than three, with the likelihood that each one will produce a different type of vehicle by Jan. 1, 1973. The Government is preparing for the process of international bidding to decide who will operate the plants.

Works with Pact nations

Chile worked with the other members of the Andean Pact (Colombia, Ecuador, Peru, and Bolivia) to reach important trade and investment agreements at the December 1970 session of the Andean Commission. President Allende has expressed his desire to cooperate in the Andean Group and has stated that Chile's policy toward foreign investment will be in line with the region's recently adopted foreign private investment code.

The Allende Administration has moved to establish closer commercial ties with communist countries. In February a trade agreement between Chile and Cuba was signed, with the expectation that trade between the two countries would reach $20 million annually. Chile has already imported over 40,000 tons of sugar from Cuba this year. In addition, the two countries have signed an agreement for collaboration in the development of fisheries. Commercial missions from North Korea and North Vietnam have recently been established in Santiago.

The United States exported to Chile goods valued at approximately $300 million in 1970. This means that for the first time in recent years the annual total of U.S. exports to Chile declined. Part of the reason for this decline was the virtual completion of the U.S.-assisted copper expansion program initiated under the Frei Administration. It is expected that U.S. exports will continue to decline during this year, with the U.S. share of Chilean imports falling to considerably less than 30 percent. This will be in marked contrast to the average 35-40 percent share of the import market prevailing in the 1960's.

Chile will be importing more from Japan, the Communist countries, and possibly Western Europe, which all appear to be eager to gain a stronger foothold in the Chilean market. The Government of Chile is encouraging this trend toward diversification of suppliers. Despite increasing competition, U.S. exporters continue to have some advantages in Chile; the supplying of machinery and spare parts should still be important. Therefore, in spite of the fact that the United States will be in a relatively worse trade position, U.S. exports should still constitute an important percentage of Chilean imports during the next few years.

In the past five years Chilean exports to the United States, as a percentage of total exports, have become less important, declining from 31 percent in 1965 to 17.3 percent in 1969. It is expected that this trend will continue, although the percentage decline should not be as rapid as that for U.S. exports to Chile. Overall, the large gap between U.S. exports to Chile and Chilean exports to the United States should become less over the next several years.

U.S. direct investment in Chile at the end of 1969 stood at about $846 million, of which approximately $452 million (about 53 percent) was in mining and smelting. By the end of 1970 direct investment had diminished to an estimated $700 million because of disinvestment in such industries as nitrates and public utilities. (Probably no other country now has more than $100 million in direct investment in Chile.)

The Central Bank of Chile has imposed a protectionist 10,000 percent prior deposit on a large list of items on the permitted import list, effective Apr. 29. Many items negotiated under GATT, including nearly all in BTN Chapter 84, are subject to this deposit. The deposit does not apply to goods imported by or for the Government of Chile, nor to goods imported from LAFTA.

In line with the government's policy of nationalizing strategic sectors of the economy, including some foreign-owned firms, a number of American enterprises in Chile have been bought (either completely or partially) by the Government. After several months of negotiations between Bethlehem Steel Corporation and the *Compania de Acero del Pacifico* (CAP, the publicly-owned steel company in Chile), a recent agreement provides that the Government of Chile, through CAP, will buy Bethlehem with payments over a sixteen-year period. CAP has taken control of the enterprise. In addition, CAP will have majority ownership in ARMCO's enterprise here. The Chilean Development Corporation and RCA have agreed that CORFO will increase its amount of shares in the RCA firm here from 33 to 51 percent.

The most important U.S. investments in Chile are (and have been for almost the past fifty years) in copper. At the present time the direct equity investment of U.S. copper companies in Chilean mines amounts to about $300 million. If nationalization of the large copper companies takes place as expected, this investment will be eliminated. The bill amending the Constitution to provide for state ownership of copper (and other minerals) resources has been passed in differing versions by both houses of the Congress.

The UP has also announced that negotiations will be held to deal with foreign banks, two of which, the Bank of America and First National City Bank, are U.S.-owned. In view of these developments, U.S. direct investment in Chile should drop sharply in 1971.

U.S. Sellers Buck Tough Competition, Hold Steady Lebanese Market Share

Assuming a continuation of the relative political calm Lebanon has enjoyed since last October, prospects are fairly good for U.S. suppliers to this country in 1971. U.S. sales to Lebanon should exceed the 1970 figure of $63.7 million but are unlikely to attain the 1969 peak of $89.5 million.

Joe Lill, Commercial Attache at the U.S. Embassy in Beirut, states that one reason for optimism is that the United States has been able to maintain a 10 to 14 percent share of Lebanon's import market which has more than doubled in the past 10 years. (The U.S. share —12 percent in 1970—is based on import figures excluding gold shipments.) Provisional statistics indicate that Lebanon's 1970 imports (totaling $724.8 million including gold shipments) exceeded those of the previous record year of 1966 when the country was enjoying an economic boom.

American sales in 1970 suffered from a $24 million drop in sales of aircraft, components, and parts. These losses were offset to some extent, however, by sharp increases in sales of wheat and flour, animal feedstuffs, soybean oil, cotton fabrics, kraft paper, and printed matter.

Last year, U.S. sales of aircraft, engines, parts and accessories totaled $8.4 million. Confirmed sales of aircraft for delivery this year amount to nearly $9 million and total sales of aircraft items could reach exceed $15 million before the year is out. In 1970, Lebanon imported $11.7 million worth of U.S. cereals and animal feed. That figure could well be surpassed this year. A promising start has been made with recent cash orders of 75,000 tons of U.S. wheat. Should a new PL-480 program be initiated during the year we could expect to sell an additional 75,000 tons in 1971. Due to price rises in European butter, which until recently had been selling for less than margarine on the Lebanese market, reduction in imports of EC butter could increase the market for U.S. soybeans and other edible oils. Larger imports of U.S. feed grains could also occur as a result of the poor feed grain crops in the Middle East during 1970.

The retail price of foreign cigarettes was recently reduced about 45 percent to check the sale of smuggled cigarettes. As a result, exports of American brands, which account for about 75 percent of the foreign cigarette market, should increase considerably this year.

Being a wide open market for products from around the world, Lebanon can pick and choose for quality and price. The trouble is that inflation and high freight costs are eroding our competitive position. A few examples might be instructive. During the four years 1966-1969 the U.S. share of the Lebanese market for domestic refrigerators fell from 75 percent to 52 percent while Italy's share rose from 19 percent to 34 percent. During the same period the U.S. share of the Lebanese passenger car market dropped from 27 percent to 19 percent while the shares of West Germany, France, and Italy rose from 33 percent to 36 percent, 16 percent to 18 percent, and 8 percent to 11 percent, respectively. (Since 1969, Japanese car sales to Lebanon have risen dramatically.) Sales of U.S. tires also have fallen off badly, the U.S. share dropping from 17 percent in 1966 to 8.8 percent in 1969.

More to the story

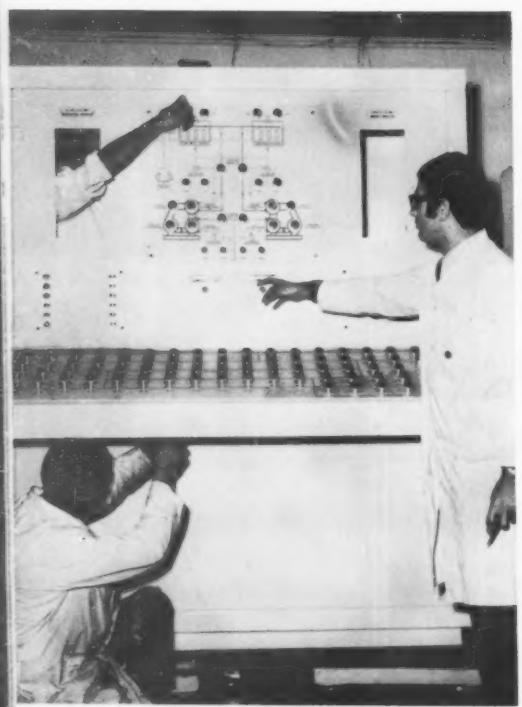
Fortunately, these depressing figures do not tell the whole story. It is gratifying, for example, that the United States continues to sup-

NEW ERA OF HEALTH SERVICE IN LEBANON—*U.S. economic assistance helped the Lebanese build this modern, $20 million medical complex, the Medical Center of the American University of Beirut. Additional buildings are to be completed by 1974.*

ply 14-15 percent of the Lebanese pharmaceuticals market. Also, in 1969, the United States captured 44 percent of the growing Lebanese market for kraft paper and paperboard, compared with 15 percent in 1966.

The chronically large Lebanese trade deficit amounted to $516 million in 1970. What then are the "invisibles" that permit the country to increase its buying from abroad year after year? They include earnings from tourism, banking, insurance and reinsurance, export of Lebanese services —engineers, consultants, contractors, etc., remittances from emigrants who have made their fortunes—small and large—in many countries around the world, and receipts from the thousands of foreign businessmen who have their regional offices in Beirut.

The Lebanese Government is contemplating the creation of an industrial development bank to supply needed medium and long-term credit. Mentioned as possible participants are the IBRD, the Kuwaiti Government, and Lebanese and foreign financial institutions.



LEBANESE TECHNICIANS — *They're in Honeywell's Lebanon branch, at work on an earth satellite station for Kuwait.*

Lebanese bank deposits increased by 20 percent from Jan. 1, 1970 to Jan. 1, 1971, with a 29 percent growth in savings accounts, a 13 percent increase in time deposits, and a 7 percent rise in current accounts. Bank loans and advances increased 17 percent. This increase in deposits has been attributed in part to the influx of capital from Jordan as well as the effect of easing Eurodollar interest rates and uncertainties which developed on the international securities markets. However, some bankers believe this growth shows the beginning of a shift from a reliance on large deposits from other Arab countries to a more normal banking system of domestic savers. The overall effect of this increase in deposits has been a resulting excess of liquidity in the banks.

Tourism picks up

Although construction continues to languish, the tourist industry may be recovering from its doldrums of 1970, with a 26 percent increase in the number of foreign visitors (excluding Syrians) recorded during the first two months of 1971 over the same period of 1970. Lebanon depends heavily on tourism from other Arab countries, and recent moves to strengthen ties between Lebanon and Syria, Iraq, and Saudi Arabia may portend more tourists as well as more trade for the country.

The upward trend in Beirut port traffic continues. Goods handled in 1970 passed the 3 million metric ton mark for a 12 percent increase over 1969. Transit trade rose 6 percent in 1970 to reach 906,300 metric tons, a 4.7 percent increase over the record of 1968.

The 1971 budget is under Parliamentary consideration. This first budget of President Frangie and his ministerial team of technicians places a greater emphasis on education and social welfare expenditures, while military expenditures have been cut back slightly. No development projects are proposed in the draft budget; indications are that these would be initiated only after financing has been assured for them. Overall, the budgeted ordinary expenditures total $238 million, a 5 percent increase over 1970.

The Government recently outlined a proposal for a five-year, $230 million development plan to be drawn up in detail by the Minister of Planning for presentation to Parliament. The development funds would be obtained by domestic borrowing and loans from the IBRD and the UN. The six categories of projects envisioned under the plan, in order of priority, are: (1) strengthening and equipping the army and internal security forces; (2) hospitals and their modernization; (3) creation of 924 primary and elementary schools for 750,000 students, and new vocational schools; (4) irrigation and drinking water system; expansion of the broadcasting system; agricultural development, including food processing industries, modernization and mechanization of agriculture, and creation of agricultural cooperatives for production and processing; (5) projects, including creation of a national development bank for industry and tourism, expansion of the Beirut grain silos, improving the Department of Statistics in the Ministry of Planning, and construction of a third refinery; and (6) road and communications projects and extension of the automatic telephone system.

As has often been noted, the prosperity of Lebanon depends heavily on progress and stability in the Arab world. A peaceful solution to the Arab-Israeli problem would no doubt signal the green light for many private investment decisions in Lebanon. While the current peace negotiations are under way Lebanese entrepreneurs are watching closely—and waiting.

Higher Sales Of Oil, Lumber Lead Indonesian Upturn

Indonesia's strong economic rebound continued in 1970, reports the U.S. Embassy in Djakarta.

Domestic output increased substantially, supported by the higher level of public and private investment. Imports rose sharply with higher export earnings and larger inputs of foreign aid. The government's continued commitment to a free market system and its successful control of inflation contribute to the increased confidence of the business community in Indonesia's economic future.

The Government considers the 1970 export record to have been particularly encouraging. Overall exports grew by about 17 percent; oil, Indonesia's major export, continued its upward trend with an increase in export earnings of about 16 percent.

Prospects are bright

Future petroleum prospects may be even brighter. Caltex increased crude production by some 150,000 barrels per day during 1970, while Atlantic Richfield/Sinclair and IIAPCO announced that they will bring their new Java Sea fields into at least 50,000 barrels per day production by mid-1971. Some 50 other oil companies are presently engaged through "production sharing" contracts with Pertamina (State Oil Company) in the exploration of oil, of which at least three companies operating offshore have already announced encouraging finds. In addition, the price of Indonesian crude for export has been increased to bring it into line with the new selling price of Persian Gulf oil.

Non-petroleum export earnings grew by about 17 percent in 1970. This performance is particularly respectable when viewed against the fact that the value of Indonesia's most important export after oil, rubber, declined by about 9 percent during the year because of the world-wide deterioration in rubber prices. The major factor offsetting the poor performance of rubber was the remarkable growth of lumber exports in 1970. Log and timber exports increased by volume from 6.2 million cubic meters in 1969 to 11.3 in 1970—a rise of 82 percent—and by value from an estimated $65 million to $110 million—an increase in export earnings of about 70 percent.

Domestic medium and large-scale manufacturing output also rose in 1970. Textile production, for example, is presently estimated to have grown about 9 percent during the past year. Building and construction industry has visibly expanded during the same period. Most new investments in the mining field, however, still remain in a very preliminary stage.

With each of the last two years, the Suharto Government has gained greater experience and confidence in planning and implementing its Five-Year Development Plan. Rice production, a priority target under the Plan, increased by about 4 percent in 1970, while rehabilitation of the economic infrastructure, which had deteriorated during the Sukarno era through inadequate maintenance and poor management, has gained considerable momentum. Considerable work is already underway to improve the roads and other transportation systems, to dredge and rehabilitate ports, canals and irrigation systems, to improve power generation and transmission systems and to improve telephone and telecommunication systems.

Foreign loans help

A key factor behind Indonesia's economic development programs has been the provision of multilateral foreign assistance through the forum of the Inter-Governmental Group for Indonesia (IGGI). Since 1967, the IGGI has pledged over $1.6 billion in foreign assistance for Indonesia; in December 1970 at Rotterdam it supported a new Indonesian request for $640 million in overall multilateral foreign assistance for FY 1971/72, indicating the continuing widespread support for and confidence in Indonesia. As in the past, America's share of this is based on a general formula of one-third of the total non-food bilateral assistance and a "fair-share" of the food aid required. A new aspect of American assistance this year is the partial untying of our commodity and project aid to permit some of our dollar credits to be used for importing goods from other developing countries.

In addition to this multilateral foreign assistance, the Indonesian Government has shown a remarkable ability in recent years to increase domestic revenues. In 1969/70 internal revenues collection increased by 63 percent, in 1970/71 by 42 percent and next year is projected to increase by 20 percent, thereby permitting one-third of development expenditures to be met by domestic revenues in 1971/72. Future increases in revenues will be more difficult as the ratio of taxation to national income, which had fallen far below normal during the Sukarno era, has largely recovered in the last few years.

Problems to be overcome

However, the problems still facing the Indonesian economy are considerable. Most public, as well as private, industries and estates need extensive reorganization and rehabilitation. Lack of sufficient technical and managerial talent continues to be a problem for all enterprises. Railway stock, inter-island shipping and general transportation equipment need extensive replacement. The Government is concerned by the high level of unemployment and underemployment. The use of credit restraint to curtail inflation produced widespread complaints during 1970 of

INDONESIANS AWAIT PLANT OPENING—*The sulfur storage unit shown above is part of Petrokimia, a fertilizer factory scheduled to open soon in Surabaya, Java.*

a "tight-money" situation in which many enterprises had difficulty in obtaining public or private financing.

The investment climate in Indonesia continues to be influenced largely by three factors: the stability and convertibility of the rupiah, the government's continued commitment to a generally free market system and the generally attractive Foreign and Domestic Investment Laws. During the last two years the Government has held inflation at under 10 percent per year, while at the same time it has carried out a series of foreign exchange adjustments culminating in the decision of December 1970 to adopt a single exchange rate of $1.00=Rp. 378. The new exchange system is generally free and has few restrictions on the movement of funds. Since 1967 the Indonesian Government has approved $1.4 billion in non-petroleum and non-banking foreign investment, of which $380 million were American. During the twelve months through March the Indonesian Government has approved 145 foreign investment projects amounting to over $300 million. During this period some 20 U.S. investments of almost $70 million were approved.

U.S. investors in Indonesia are developing a wide range of projects. While mining enterprises are the largest in terms of capitalization, various types of manufacturing and processing plants, which will produce for the domestic market and for export, are also being developed, some by single American entrepreneurs with relatively small amounts of capital. The first U.S. investment in the East Java area, for instance, is in a small joint venture operation, P.T. Trifood Indonesia, near Surabaja, which is now processing shrimp, frogs' legs and eel for export to the United States, Japan and Europe. The plant has a daily capacity for processing 10 tons of seafood, a cold storage capacity of 300 tons, and employs 120 people. The American who directs the operation, the only foreigner, finds the Indonesians easy to train and is providing an opportunity for upgrading skills and additional education. Further training is required by the Indonesian Government for all approved projects under the foreign investment law.

Investors are courted

The Government is continuing its efforts to attract new foreign investment. The July 1970 tax legislation which expanded the present maximum tax holiday for new investments from five to six years has now been followed up by new regulations giving greater details regarding those sectors in which such tax holidays will be given consideration. The Government has also repeated the principle that in reviewing applications for tax holidays, it will also consider the amount of capital involved, the enterprise's capacity to absorb labor and the enterprise's proposed location.

The 1970 tax legislation also gives a new special tax relief equal to 20 percent of new investments to any enterprise which is already operating in Indonesia and thus not eligible for a new tax holiday. All corporate taxes have been lowered and the concept of accelerated depreciation and the revaluation of fixed assets has been recognized. The policy for writing off losses has been clarified. In addition, the U.S. Government has formally requested discussions with the Government of Indonesia leading towards a U.S.-Indonesian Tax Convention.

While the Indonesian Government remains committed to the policy of encouraging foreign investment as an essential part of its development efforts, it is beginning to look more closely at the problems of providing support for weak local entrepreneurs. In addition to supporting the traditional concept of "joint ventures," it took several additional steps during 1970 to aid the domestic entrepreneur.

For example, local manufacturers who supply at least 80 percent of the domestic market of any particular product can now enter into a covenant with the Government whereby the latter will prohibit the import of competing goods if the manufacturers can guarantee that there will be no decline in quality or increase in price of the affected product. The Government has indicated that the implementation of the above regulations will be pragmatic.

The Government also re-issued in 1970 its general prohibition against foreigners operating exclusively in the import-export or marketing sphere in Indonesia, although they are permitted to have an office for technical assistance to their Indonesian agents and to conclude management contracts with them. There has also been a resurgence lately of pressure from local businessmen to restrict the activities of foreign enterprises in other areas where such enterprises might compete with existing Indonesian firms.

While the Government has demonstrated to date considerable flexibility and realism in its search for the proper balance between encouraging foreign enterprises and protecting weak domestic entrepreneurs, the fact that the Government is reviewing certain aspects of its policy toward foreign companies and the uncertainty as to how in fact their new policies might be enforced has had an unsettling effect on some members of the local foreign business community.

Trade between Indonesia and the United States has shown very significant progress in the last few years. Our exports just exceeded $200 million in 1969 for the first time and in 1970 increased by 31 percent to a level of $263 million. What may be even more significant is that preliminary figures indicate that non-aid financed American exports to Indonesia may have increased by about 50 percent in 1970. With economic development programs (supported by growing U.S. credits) beginning to gain momentum, U.S. trade prospects will continue to improve. A market of over 120 million people which is engaged in rehabilitating, rebuilding and replacing a great part of its whole economic structure—not to mention beginning to launch a wide range of new enterprises—provides an impressively wide theater of trade opportunities.

Economic Trends Are Forecast By Seven U.S. Posts

Following are brief indicators taken from Foreign Economic Trends recently received by the Department of Commerce from U.S. Foreign Service posts in seven countries. Over 150 such reports for 117 foreign markets, ranging from 4 to 12 pages each, are received yearly.

Annual subscription to the Foreign Economic Trends series may be obtained for $15 from any Commerce Field Office or Supt. of Documents, Government Printing Office, Washington, D.C. 20402.

Senegal, recognizing the danger of its dependence on a single crop (peanuts), is attempting to diversify agriculture by increasing yields from millet and sorghum, its traditional food crops. Even more important are efforts to reduce expensive food imports, which cut heavily into foreign exchange, by developing new food crops. Total rice consumption is believed to be between 250,000 and 300,000 tons annually, of which local production covers only about 30 percent. Since Senegal has land suitable for rice production, the Government is attempting, with foreign assistance, to achieve production of 220,000 tons by 1973. Similar efforts are being undertaken with sugar, garden vegetables and livestock. The Senegalese Government believes the joint development of the Senegal River Basin with the other Senegal Riverine States (Mali, Mauritania, and Guinea), now in the planning stages, will vastly increase agricultural production.

Upper Volta's recent economic gains have been won against extremely difficult natural conditions. In spite of frequent drought and the paucity of natural resources, favorable economic progress continues. The profitable cotton industry is expanding; programs are getting under way to increase and improve production of livestock and of subsistence and cash crops; and geological research has revealed encouraging possibilities for manganese, vanadium, bauxite, and perhaps other minerals.

Upper Volta's best hope for long-term economic development lies in closer ties with other West African countries and the development of larger, better integrated economies. The trend in this direction is favorable, with the Voltan Government among the most committed supporters. As this trend develops, investment opportunities for American business in Upper Volta should become more attractive. The U.S. presently re-

WATER FOR UPPER VOLTA—*Work is started on a dam which will bring water to an arid region. Favorable economic progress continues despite droughts.*

ceives a modest part of Upper Volta's import orders as its fourth leading supplier, but has yet to make any direct investment in the country.

Burundi's market remains somewhat uninteresting for American exporters, except for the possibility that the United Nations Development Program mineralogical survey of Burundi, underway since 1969 and expected to continue for perhaps four more years, may discover mineral deposits of commercial value. At present, Burundi produces only bastnaesite, used in color television receivers, and cassiterite. Two old tungsten and wolfram mines are in the process of being reopened by the single mining company operating in Burundi. Members of the UNDP team are optimistic that traces of copper, gold and uranium may ultimately prove to be of commercial importance. Nevertheless, more research must be done before anything definite can be established.

Malaysia's solid and rapid recovery from a series of floods which hit both East and West Malaysia early this year provides a good example of the basic soundness of the nation's economy. Consumer demand rose sharply last year and it will likely continue to grow, though at a slower pace, this year. Private investment is expected to provide momentum for Malaysia's economy through the rest of the present year.

Malaysia should again enjoy a favorable trade balance in 1971. A small deficit in the balance of payments that may develop should not weaken confidence in Malaysia's economic position. Two disturbing factors in an otherwise optimistic situation are: (1) The underlying economic gap between impoverished rural areas mainly populated by indigenous Malays and the prosperous urban business class made up largely of Chinese residents, and (2) The present low price for natural rubber, which can have a detrimental effect on much of the economy.

Mozambique trading opportunities from which U.S. manufacturers and exporters benefited in 1970 are likely to continue in 1971. The prospects are best for U.S. suppliers in the fields of commercial and general purpose aircraft and accessories; scientific instruments and equipment; aeronautical and telecommunications equipment; heavy earthmoving and drilling machinery and equipment; railway rolling stock; and general industrial machinery. Even in these fields, however, liberal credit terms are likely to be necessary in view of Mozambique's serious balance of payments problem.

KUWAIT'S PROSPECTS BRIGHTEN—*The country's national oil company, headquartered in the building above, has begun to feel effects of an altered world market.*

Indian economic prospects appear reasonably bright. The average rate of economic growth during the first two years of the Fourth Plan appears to have been only slightly below predicted goals, and exports are now expanding at a faster rate than the 7 percent envisaged in the Plan.

A sharp change, if not a turning point, may have been reached in U.S. business interest in India. Both as a potentially insatiable market itself and as a country endowed with considerable natural resources, including a ready supply of highly trainable labor, India is being seriously considered by several firms as a base from which to produce material for third country markets. India is not yet a Hong Kong or even a Singapore, but her current export drive has made it attractive to consider her manufacturing potential as a base for supplying not only Southeast Asia but European markets with American-designed and developed products, particularly those no longer competitively produced in North America.

Kuwait's economic slowdown of the past two years appears to be ending. The nation has already begun to feel the beneficial effects of a world petroleum market which, during the past twelve months, has altered radically in favor of oil exporting states. Any prognosis of future trends must be optimistic, and although local business has not yet fully recovered from its recent doldrums, the general mood in the market here now is one of expectancy. The Government, aware of the need to get things going again, appears to be moving forward with delayed development projects, and increased private sector spending should follow a loosening of Government purse strings. Revived consumer demand is expected and should bring with it a boost in imports. Annual GNP growth, which had slipped, should head back up toward the 9 percent level attained in previous years.

World Trade Actions

India, Pakistan Make Import Moves; French Plan Takes Shape

India: On April 30 the Government announced its import licensing policy for the fiscal year April 1, 1971-March 31, 1972. The structure of the licensing system is essentially the same, but with added incentives for exporters and small scale industries, and an expanded role for Government agencies in India's imports. The policy includes simplified licensing procedures for actual users and registered exporters, and extends to 18 months the validity period of their licenses for raw materials and components.

Fifty-one items have been added to the list of commodities to be imported through public agencies, including certain lead and zinc raw materials, aluminum (E.C. grade), graphite electrodes and anodes, beta naphthol, synthetic rubber, refractories, gelatin capsules, base lubricating oils, sodium borate, potassium chloride, citric acid, soda ash, rayon grade wood pulp, certain plastic materials, some iron and steel items, and several ferroalloys.

Another 170 items have been added to the banned list in India's continuing drive for import substitution. These include various types of: ball and roller bearings, machine tools, textile machinery accessories, drugs and medicines, chemicals, garage tools, and parts of medical equipment. In addition, 67 items have been added to the restricted list (restricting imports according to domestic product availability or suitability).

Pakistan: The Government has announced major amendments in its Jan.-June 1971 import policy due to pressures on its balance of payments. Effective April 25, these changes will remain in force until the new import policy is announced in July. At that time some of the newly imposed bans may be lifted, but shifts to Cash-Cum-Bonus and Bonus Lists will probably not be rescinded.

These shifts raise the effective exchange rate on most imports to either Rs.9 equal US$1 or Rs.14 equal US$1 (par value Rs.4.76 equal US$1).

Free List items remain unchanged. All items on the Licensable List have been shifted to the Cash-Cum-Bonus List except public sector imports under credit or barter agreements. Items remaining on the Licensable List include tractors, some types of agricultural machinery and appliances, and electro-medical apparatus.

A regulatory duty of 25 percent *ad valorem* has been added on Free List items and on several items remaining on the Licensable List, i.e., those items which still enter at the official rate of exchange. Exempted from this duty, however, are allopathic drugs and medicines, pharmaceutical raw materials, automotive parts, scientific equipment, tractors and some agricultural machinery, and foodgrains.

On a number of items (some POL products and certain pharmaceuticals) moved from the Licensable to the Cash-Cum-Bonus List, the higher effective exchange rate is partially offset by reduced import duties. In addition, certain products on Cash-Cum-Bonus are exempted from customs duty, including rubber scrap, high count cotton yarn, and a wide variety of laboratory and scientific instruments.

Products previously on the Cash-Cum-Bonus List have been moved to the Export Bonus List except for the following: (1) items imported by recognized exporters under the Raw Material Replenishment Scheme; (2) edible oils; and (3) some items for East Pakistan only (including trucks and buses completely knocked down for industry; certain cycle, tractor and sewing machine parts). Import duty reductions and exemptions have also been announced for some goods being shifted from Cash-Cum-Bonus to Bonus (included in the duty exemptions are cinematographic film, certain synthetic and natural rubber items and woolen second hand clothing).

Finally, 46 items classified as finished consumption goods previously on the Bonus List are now banned. Goods banned include all civilian four-wheel motor vehicles except special purpose vehicles; major household appliances; most office machinery and equipment (excluding parts); television sets, accessories and components (excluding parts); most rubber manufactures, all sorts; tools and workshop equipment made locally; and tires and tubes all sorts (except sizes not produced by local manufacturers).

For details concerning these changes write to the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230. Please include the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, the U.S. Schedule B export commodity number or a complete product description.

France: The Cabinet has adopted the final version of the Sixth Economic and Social Development Plan, covering the period 1971-75. The Plan is under study by the Economic and Social Council prior to its consideration by the French Parliament.

Overall real economic growth averaging 5.8 to 6% per year is foreseen through 1975, with per capita consumption rising an average of 4.5% annually. Industrial production is expected to rise by some 7.5% per year, with the rate

of business investment increasing by 7% annually.

Public infrastructure investment is expected to grow by 9% per year. Within the industrial sector, priority will be given to the development and strengthening of the chemical, nonelectrical machinery and electronics industries, and to telecommunications.

Canada: A 10 percent increase in capital investment is expected in 1971. This would be the largest annual increase since 1966 and follows a year in which actual investment spending advanced by only 4%.

Planned outlays of C$12.7 billion on new construction for 1971 represent an increase of 13% over 1970. The construction of new dwellings is likely to advance by nearly 24%, following a decline of 9% in 1970.

In non-residential construction, where an advance of 9% is predicted, most of the strength is concentrated in activities of an engineering type such as pipeline construction, new electric power plants, oil and gas well developments and road, bridge and airport construction.

The largest impetus to expansion comes from the utilities and mining sectors, which will create an expanded demand for mining, oil and gas well machinery and communications and electric power equipment. Demand for industrial machinery, generally, is likely to be below the 1970 level.

In most other types of business, changes in capital spending are likely to be moderate.

Following two years of rapid expansion, manufacturing investment in 1971 is expected to fall about 6% below 1970's record. Although further significant expansion is likely in such industries as primary metals and petroleum refining, outlays in the transportation equipment and paper products industries are likely to be well below those of 1970.

All major regions in Canada are expected to show increased investment, with the largest gains in British Columbia (21%), Quebec (13%) and Ontario (9%).

British Honduras became a member of the Caribbean Free Trade Association (CARIFTA) on May 1, following ratification of the conditions for membership by its House of Representatives. The terms of membership give British Honduras "less-developed country" status; she will be allowed ten years to eliminate certain tariffs applicable to the association, and five years for others; she will be permitted to seek a limited association with the Central American Common Market (CACM); and certain British Honduras industries will be protected, including a brewery, a fertilizer plant, a proposed flour mill, the tire recapping and construction steel businesses, and the cigarette and rum industries.

Additional information is available from the Department of Commerce, BIC-886, Washington, D.C. 20230.

Burma: The Myanma Export-Import Corp. (MEIC), the state trading monopoly and only entity in Burma authorized to act as agent for foreign firms, has announced that after May 31 it no longer will charge its foreign principals a $1,000 annual retainer fee for serving as their commission agent. If MEIC does not earn commissions amounting to at least $1,000 per year (for fiscal years ending September 30), the principal will be billed for the difference. The fee for the remainder of the current fiscal year will be $500.

As a partial offset, MEIC will perform its usual services without asking for reimbursement of cable and other usual incidental expenses as in the past.

Copies of MEIC's announcement to its present client firms and the new model agency agreement may be obtained from the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

Total U.S. sales to Burma have been consistently higher since imports were nationalized in 1963 than when Burma's import trade was largely in private hands. Requirements of Burmese Government agencies continue to provide opportunities for U.S. firms to make significant spot sales, particularly in such lines as earthshifting and agricultural machinery, industrial equipment, various base metal products, electric power equipment, and drug and pharmaceutical products.

Although the Burmese Government prefers that foreign firms do business with Burma through agency agreements with the MEIC, the absence of such an agreement does not preclude sales there. Almost all Burmese imports are purchased on an international tender basis. An agency agreement is not a condition for bidding on these tenders, and each year some awards are made to firms which do not employ MEIC.

On the other hand, the American Embassy in Rangoon points out that there are important advantages to giving MEIC agency rights, including the legal right which it gives a foreign firm to employ a private technical representative to promote its products. The Embassy lists these advantages in a special report available without charge from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230. Ask for DIB 71-06-065.

Uruguay: A Presidential decree of April 5 authorizes the free importation of certain types of building construction equipment to accelerate and strengthen the government's National Housing Plan. The decree applies to equipment going to certain specified construction organizations, and to construction firms building within the National Housing Plan and supervised by the National Bureau of Housing.

Interested U.S. firms may obtain more specific information from the

American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

Also in Uruguay, on April 26 the Government issued three decrees severely restricting the sale of foreign exchange.

The first requires the approval of the Ministry of Economy and Financing for future official travel.

The second authorizes the levying of exchange taxes on the sale of foreign exchange. A previous ruling limited the sale of foreign exchange to three purposes: to residents for travel, tourism and insurance payments (at 40% exchange tax); for family remittances (at 30% exchange tax); and for consular incomes (at 20% exchange tax). Moreover, the maximum sales permissible in the first two categories have been halved.

The third decree attempts to channel incomes in foreign exchange into commercial banks rather than the parallel market.

Imports have also been discouraged by an increase in import taxes and a reduction in import quotas. No foreign exchange may be bought for non-perishable imports, and for essential or perishable imports, the purchase of foreign exchange is subject to prior approval by monetary authorities. Sales of foreign exchange may only be for the purpose of covering goods with foreign financing of at least 180 days.

Germany: An import quota has been opened for canned cut wax beans from a number of countries including the United States. Applications for import licenses will be accepted until the value limit is reached, but will not be accepted later than Sept. 30.

Germany also has opened an import quota for canned pears in containers of less than 4.5 kg. Applications will be accepted until the value limit is reached, but not later than Sept. 28.

The import licenses will be valid until Sept. 30.

FCIA Makes Plans For Coverage Of $10 Billion In Exports By 1975

The Foreign Credit Insurance Association (FCIA) and the U.S. Export-Import Bank are making plans that call for FCIA to provide support for an annual volume of $10 billion in exports by 1975. The current level is about $1 billion.

FCIA, an association of 50 of the leading U.S. casualty and marine insurance companies, works in cooperation with Eximbank to offer credit insurance protection to American exporters.

Steps approved by both organizations and now being implemented include the following:

►Revision of FCIA's internal operations, including automation and microfilming of buyer credit files, establishment of a prequalification program for foreign buyers, improvement of work flow, and installation of telecommunications linkage with FCIA branch offices and Eximbank.

►Preparation of detailed operational manuals for exporters, bankers, agents and brokers, and establishment of seminars for attorneys interested in gaining a better working knowledge of FCIA forms, procedures and policies.

►Expansion of the number of branch offices, presently located in Cleveland, Chicago, San Francisco and Los Angeles, to a total of 12.

►Establishment of a closer working relationship between Eximbank and FCIA.

The two organizations also announced that FCIA's member companies have reached agreement with Eximbank on a better funding arrangement for the Association.

Eximbank budget debate

Proposed legislation affecting export financing was debated within the House Banking and Currency Committee late in May.

H.R. 5846, one of the two bills before the Committee, would exclude outlays of the Export-Import Bank (Eximbank) from the totals of the U.S. Budget. This provision, combined with others raising Eximbank's lending authority and making it easier for the Bank to borrow long-term capital, would permit the Bank to step up its export financing operations greatly.

Henry Kearns, President of Eximbank, testified that the Bank intends to initiate a new program to discount short-term export transactions and to expand and strengthen others of its existing programs if this bill is passed.

H.R. 8181, the other bill under consideration, would require the Federal Reserve to discount export paper held by commercial banks at favorable rates; permit Eximbank to finance East-West trade transactions that the President determined to be in the national interest; and lift the restrictions placed on commercial bank export financing under the Federal Reserve's Voluntary Foreign Credit Restraint program.

Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business, also testified. He strongly supported the enactment of H.R. 5846 as "the single most significant piece of legislation that is required to give new impetus to U.S. exports."

Michigan Export Week

Michigan Governor William G. Milliken has declared June 14-18 as Michigan Export Week.

The observance will feature export seminars in Ann Arbor, June 14, Grand Rapids, June 15, Kalamazoo, June 17, and Bay City, June 18. The series will be sponsored by the U. of Michigan's Graduate School of Business, Michigan Department of Commerce, and Commerce's Detroit Field Office and will feature export credit and insurance.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

Licensing, Investment Abroad

1021, 1093, 1492—MAURITANIA — A new publication, "Mauritania's Mining Possibilities," contains a **summary of geological exploration, mining activity and information on ore deposits.** Claims unexploited deposits of gypsum, salt, iron, phosphate, copper, ilmenite and sulfur in the country. Government has liberal policy toward investments. Inquiries, preferably in French, should be directed to Direction des Mines, Ministere de l'Industrialisation et des Mines, B. P. 199, Nouakchott, Mauritania. A limited number of loan copies of an English translation of this report are available from the Foreign Investment Services Div., BIC-878, Office of International Investment, Dept. of Commerce, Washington D.C. 20230. P-71242

2311—BELGIUM—Producer of **outerwear for men** seeks joint venture for the manufacture in Belgium of similar or complementary products. Victor Bernard, Consulat General de Belgique, Industrial Section, 50 Rockefeller Plaza, New York, N.Y. 10020. P-71240

2521—GERMANY—Manufacturer of **filing systems, cabinets** and all kinds of **office furniture** wants to expand through licenses. "Geneal" Gebr. Neuhaus. 15 Am Bahnhof, Postfach 108. WTD. P-71223

2800—GERMANY — Chemical manufacturing affiliate of major trade and industry group with distribution network throughout Europe seeks business connections with U.S. **chemical and pharmaceutical manufacturers**. Particularly interested in optical brighteners for synthetic fibers, fire retardant chemicals, additives containing borine, organic peroxides, antioxidants, inner glidants, antistatic agents. Write: Walter Reysen, POSSEHL Chemir und Isolierstoffe, 2000 Hamburg 36, Colonnaden 36. WTD. P-71245

2834—VENEZUELA—Maker of pharmaceutical products seeks licenses to produce **patented medicinal preparations.** Firm wants patent rights, technical assistance and basic pharmaceuticals for manufacture on a royalty basis. Lic. Jorge MASSA Dustou, Director Commercial-Adjunto, Laboratorios Leti, S.A., Apartado 1722, Caracas. WTD. P-71221

2844, 2851, 2891—GERMANY — Established producer of **putty, glue, paints, sealing compounds, lacquers and cosmetics** seeks licensing arrangements for above products, as well as **adhesives, primers, varnishes and cement.** Firm is also interested in cross-licensing. Company official scheduled to visit U.S. Firms wishing interviews, write: Office of International Investment, BIC-878, Dept. of Commerce, Washington, D.C. 20230. Fritz Breuhan, HELIOS, chem. techn. Laboratorium Fritz Breuhan, (HELIOS-CHEMIE) 3001 Anderten/Hanover, 1-3 Muehlenweg. WTD. P-71244

3079, 3941 — MEXICO — Vinyl doll producer proposes joint venture with U.S. toy manufacturer to produce **broad line of plastic and other toys** and expand current product line. Lic. Jorge Escaip, Mgr., Fabrica Nacional de Munecas, S. A., Gelati 101, Col Tacubaya, Mexico 18, D. F. WTD. P-71239

3400, 3548—GERMANY—Manufacturer of power chain saws seeks licenses or joint venture for **metalworking and machinery.** Firm intends to build up new lines which could be sold under its own network of agents. Dolmar Maschinen-Fabrik GmbH, 2000 Hamburg 70, Jenfelder Strasse 38. WTD. P-71228

3400—MEXICO—Manufacturer of truck bodies seeks licenses in **metal working industry.** Firm has equipment available for steel stamping, electric welding, machining and tooling. Subsidiary of major American producer. Mr. F. Lavin, 40 W. 40th St., New York, NY. 10018. P-71227

3433, 3589—SWITZERLAND — Manufacturer of newly developed special boilers seeks licenses to produce **medium-sized waste incinerating equipment, garbage disposal machinery, and gas boilers over 400,000 BTU.** All equipment to be suitable for medium-sized garbage disposal and heating plants. Norbert Ganz, Dir., Biag, AG, 6017 Ruswil. WTD. P-71226

3441 — CANADA — Producer of steel products seeks license to produce **open web joists** which form part of a composite floor system suitable for apartment building contruction. A.H. Robinson, Plant Engineer, Anthes Steel Products Ltd., Div. of Molson Industries Ltd., 3430 Dundas St. W., Toronto 9, Ontario. WTD. P-71241

3443, 3444, 3535—ENGLAND—Fabricator of light structural and plate work seeks licenses to manufacture **structural steel work, square and round hoppers and tanks, belt and screw conveyors, fabricated pipe work, square and round ducting and self-supporting and guyed chimney stacks.** C.R.H. Skinner, Sales Mgr., John Knight & Co. (Bristol) Ltd., 1/3 Ashton Rd., Bristol 3. WTD. P-71224

3522—ENGLAND — License to produce **garden, horticultural machinery and related equipment.** Now produce garden cultivators and grass cutting equipment. C. Keer, Man. Dir., Wolseley Engineering Ltd., Electric Ave., Witton, Birmingham 6, Warwickshire. WTD. P-71222

3535—FRANCE—Firm seeks license to develop its conveying department with special attention to **slaughterhouse conveyors and underground chain conveyors** for pulling cars in large warehouses. M. C. Boss, Pres. & Gen. Mgr., MABOR SA, 17 quai Clemenceau, 17-Bougival. WTD. P-71225

3540—ENGLAND—Manufacturer seeks license to produce **metal forming or metal cutting machine tools** up to 15 tons. Manufactures rotary transfer machines. P.A. Moir, Mng. Dir., Mulhead Ltd., Wellfield Rd., Hatfield, Hertfordshire. WTD. P-71234

3542, 3670—SWITZERLAND—Medium-sized company seeks licenses for **special stamping tools and small electronic equipment** for industrial and domestic applications. Firm will also consider joint venture. Company produces printed electronic circuits. Mr. Schori, Pres., E. Schori AG, Bottigenstr. 37, 3018 Bern. WTD. P-71230

3561, 3720, 3821—ENGLAND — Defense contractor seeks licenses to produce **aircraft and fluid power equipment.** Aircraft equipment to include such items as landing gears, propellers and control equipment. J.A. Beardsall, Project Engineer, Hawker Siddeley Dynamics Ltd., Gunnels Wood Rd., Stevenage, Hertfordshire. WTD. P-71229

3573—ISRAEL—Manufacturing rights for **electronic desk calculators** with numerical display, probably without print-out capability. Firm willing to initially assemble, prefers to market under own label. Norbert Rubinstein, Mng. Dir., AMCOR Ltd., 98 Giborei Israel St., Tel Aviv. WTD. P-71235

3611, 3679—SWITZERLAND—Company seeks licenses and know-how for the manufacture of **wire wound power resistors and potentiometers** for application in laboratories, test rooms and production of small apparatus. Firm is not interested in equipment used in light current engineering. Mr. Lehmann, Egaton AG, Kohlerstr. 4, 3174 Thorishaus. WTD. P-71238

3613, 3661 — ARGENTINA — Licenses sought to manufacture **double splice connectors for telephone cables up to 65**

mm.; telephone transmission and receiving cartridges; terminal distribution boxes for 10 and 20, or 12 and 24 pairs of connectors suitable for installation in telephone pole lines, and section switches for 15,000 volt 600 amp, compact type. Firm manufactures, wholesales, and imports switchgear and switchboard equipment and accessories. F. Haroldo Pinelli S.A.I.C.F.e.I, Cosquin 5338, Buenos Aires. WTD. P-71236

3821—GERMANY—Manufacturer **sheet metal, lacquer and paint testing machines and abrasion testing instruments** seeks licenses for similar products. Erichsen GmbH & Co. KG, 587 Hermer-Sundwig/ W. WTD. P-71237

3841—GERMANY—Major manufacturer of surgical, dental and veterinary instruments seeks licenses. Wants to produce **electro-medical instruments such as coagulators, nerve stimulators.** Particularly interested in **equipment for prenatal diagnosis, inducement of labor.** Also **high-frequency arterial surgery and nose, throat and ear surgery.** Aesculap-Werke AG. vormals Jetter & Scheerer, 125 Moehringer Strasse, D-7200 Tuttlingen. WTD. P-71220

3951—JAMAICA—Company seeks joint venture to manufacture inexpensive **ballpoint pens.** American firm would share 50-50 arrangement providing machinery, skilled personnel to train local employees. Ferdinand L. Sangster, Mng. Dir., Sangster Book Stores Ltd., 97 Harbour St., P.O. Box 366, Kingston. WTD. P-71243

7392—GERMANY—Firm specializing in preparing **sample collections and layouts** for manufacturers of textiles, leather goods, carpets, flooring material, wallpaper, and similar products desires licensses or joint ventures. Klaus Torley, ARTEX Musterkartenfabrik Klaus Torley K.G., 2000 Hamburg 70, Wandsbeker Koenigstrasse 66. WTD. P-71246

Licensing In U.S.

2071—AUSTRIA—An Austrian **marchpane and chocolate manufacturing** company is interested in licensing an American manufacturer to produce and sell their items. **File 2034**

2649 — SWITZERLAND — A Swiss firm offers a manufacturing license for products in the field of **office equipment.** Included are systems for general filing, utilizing different types of adaptable shelves, systems for magnetic and punched cards and tapes, plus novelty materials designed for office utilization. **File 2044**

2815—GERMANY—A German firm would like to contact makers of **putty, glue, paints, lacquers, sealing compounds, etc.** They are interested in a joint venture manufacturing, as well as in **cosmetics.** An official of the firm is planning a trip to the U.S. in late May or early June. **File 2042**

2834 — SWITZERLAND — Manufacturing license offered for **cold emulsion system** for processing creams and emulsions. The principle advantage is the system's large output which can be processed with a relatively small piece of equipment, and its ease of operation. No heating is required in the water phase which can be fed in a cold state to the melted hot waxes and oils. **File 2035**

2844 — ENGLAND — An English firm offers a new **skin food (cosmetics) preparation formula.** Eight products are mentioned including hand creams, foundation creams, hand lotions, complexion milk and astringent lotions. **File 2045**

3079—SWITZERLAND—Firm offers licenses for new **plastic mats** which can be used as floor coverings and for other applications; available in colors. Firm also wishes arrangements to make **plastic heads** for storage and styling of wigs. **File 2036**

3312—FRANCE—A French firm is interested in a joint venture with a firm to manufacture **specialized tubes, fasteners and parts for the aircraft industry.** As a complement to their line, they desire a producer of screws, bolts, spindles and special rivets. **File 2047**

3531—GERMANY—Firm wishes to grant licenses for its **production system of fiber-reinforced plasterboard.** Designed for finishing walls and ceilings in old and new buildings, the plasterboard reportedly offers the advantages of a dry interior finish, flame resistant, good thermal insulation properties, does not lose shape if exposed to moisture and is easy to apply. **File 2037**

3541—SWITZERLAND—A machine tool maker seeks a U.S. firm to make **numerically controlled turret lathes** used mainly for bar and chucking work. The machines come equipped with digital logic circuits for sequence control and can be programmed by plugboard. The company also is interested in producing machine tools in Switzerland under U.S. licenses. **File 2046**

3551—SWITZERLAND—Firm offers licensing arrangements for a **vacuum mixing and homogenizing machine.** This was specially designed for pasty and liquid products as well as creams, emulsions and similar preparations. Reportedly it can homogenize a product throughout the entire phase of its manufacture. **File 2038**

3551—SWITZERLAND — Manufacturer offers a **high speed colloidal mill** used by processors of antibiotics, pharmaceuticals, milk and food products. Advantages claimed are the high degree of sterile treatment and ease and speed of assembly. **File 2039**

3582—AUSTRIA—An Austrian engineer would like to license production and marketing of a **chemical dry cleaning machine** for textiles, leather, fur and artificial leather (plastic) garments and accessories. The cleaning time is reportedly shorter than with customary machines (15-20 minutes). **File 2040**

3586—NETHERLANDS—A Dutch manufacturer of an **electric dosing pump** seeks a licensee. This is a simple and inexpensive dispenser for use with beverages using liquid ingredients such as sirups, milk, and coffee extracts, also industrial and domestic laundry machines and dishwashers using liquid soaps and detergents. **File 2043**

3999 — GERMANY — Manufacturer and dealer in hairpieces and wigs seeks a U.S. licensee for its **method of fixing hairpieces for men onto the scalp.** The hairpiece basically is interlaced with remaining natural hair. **File 2041**

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit products number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firm's products in the U.S., described under "Licensing In U.S.", write Commerce's Office of International Investment, BIC-874, or call 202-967-2248, referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

Liberia Sets Up West Coast Office For Trade Information

The Republic of Liberia has commissioned B. M. Lawrence & Co., San Francisco, as its official trade and investment information office for the Western United States. The firm will inform companies in the Western U.S. about Liberia's foreign investment policies, trade and payments regulations, and opportunities for business ventures.

Established in 1952, B. M. Lawrence & Co. deals primarily in the importation and exportation of food products and agricultural machinery and provides consultation services. Write: B. M. Lawrence, Pres., B. M. Lawrence & Co., 351 California St., San Francisco, Calif. 94104.

Production Sites Available In East Austrian Town

Officials of Fehring in eastern Austria seek U.S. companies to consider the town as a possible site for establishing European production plants. Fehring is 35 miles from Graz and has good transportation facilities and connections to Hungary and Yugoslavia.

Land, labor and investment incentives are available. Contact the Mayor, Mr. Kampel, A-8350, Fehring, Austria.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, or any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01120—NICARAGUA—Low quality (below grade) ginned cotton for manufacture of blankets and bed spreads. Annual requirement: 3,000 bales. Must have 3,000 bales by September 1971. Textiles Largaespada S.A. (mfr.), Apartado Postal 3, Granada, Nicaragua. WTD in prep.

01137 — SPAIN — Field crop seeds, field seeds. Promociones Internacionales, S.A. (importer, dist.), Juan Bravo, 49 (duplicado), Madrid (6). WTD 4/71.

Livestock farms

01340—JAMAICA—Fertilized eggs: 100-300 cases per wk. Please state number of eggs in each case. Price: c.i.f. Kingston. Clarendon Farm Products Ltd., Attn: O. C. Johnson (importer), 49 Norbrook Dr., Kingston 8. WTD in prep.

Forest nurseries

08230 — ARGENTINA — Pine seeds of elliotti, taeda, elliotti-densa varieties. Correspondence requested in Spanish. Codehua, S.A. (importer), Maipu 663, piso 4°, Buenos Aires. WTD in prep.

Anthracite

11110—GERMANY—Anthracite coal. Direct purchase & agency. Gebr. Kiessel GmbH, Attn: Herr Buchmann (importer, dist.), 10 Muehldorferstr., 6800 Mannheim. WTD 4/71.

Meat products

20114—JAMAICA — Fresh pork bellies, 200 tons; fresh pork legs, 150 tons (weight of each=12-16 lbs.). Delivery should begin June 1971; end Oct. 1971. Price: c.i.f. Kingston. C&S Meat Packers, Attn: Bal Lewis (importer, mfr.), 5 Lower Elletson Rd., Kingston 16. WTD 12/70.

Dairy products

20210 — SPAIN — Creamery butter. Promociones Internacionales, S.A. (importer, dist.), Juan Bravo, 49 (duplicado), Madrid (6). WTD 4/71.

20222 — CANADA — Wisconsin cheese. Far-Met Importers Ltd. (importer, dist., agent), 1225 Homer St., Vancouver 3, B.C. WTD in prep.

20231—SPAIN—Dry milk products. Promociones Internacionales, S.A. (importer, dist.), Juan Bravo, 49 (duplicado), Madrid (6). WTD 4/71.

Canning, preserving foods

20320 — CANADA — Canned speciality foods for supermarket retail trade. Far-Met Importers Ltd. (importer, dist., agent), 1225 Homer St., Vancouver 3, B.C. WTD in prep.

20332 — CANADA — Canned blue lake whole beans; beets (diced, julienne, midget whole, small whole, pickled); boiled onions; tiny boiled potatoes. Far-Met Importers Ltd. (importer, dist., agent), 1225 Homer St., Vancouver 3, B.C. WTD in prep.

20341 — VENEZUELA — Vegetables; dried, dehydrated. Direct purchase & agency. Panquimica C.A. (dist., agent), Edificio Palmira, piso 7, Avenida Francisco de Miranda, Bello Campo, and Apartado 60732, Caracas. WTD 4/71.

Food preparations

20941 — AFGHANISTAN — Inedible fat and tallow for making soap. Monthly requirement approx. 1,000 tons. Shirkat Sahami Sanai Afghan (importer, mfr.), P.O. Box No. 237, Kabul. WTD in prep.

20999 — VENEZUELA — Spices. Direct purchase & agency. Panquimica C.A. (dist., agent), Edificio Palmira, piso 7, Avenida Francisco de Miranda, Bello Campo, and Apartado 60732, Caracas. WTD 4/71.

Broad woven fabric mills, manmade fiber, silk

22214—NIGERIA—Polyester cotton and high spun rayon yarns (67% polyester, 33% cotton). Type: English count, 45, 60, 80, 100 doubles; 20, 23 singles. Quantity up to 100,000 lbs. per order. Enpee Industries Ltd. (importer, dist., mfr.), Ilupeju Industrial Estate, P.O. Box 906, Lagos. WTD in prep.

22217 — MEXICO — Fabric for manufacture of dust collector bags for use in air filtration in cement plants, similar industries; both 100% orlon or equal and 100% siliconized polyester. Jose J. Castillo, Gen. Mgr., Gonher de Mexico, S.A. (importer, dist., mfr.), Apartado Postal 1481, Monterrey N.L. WTD 3/71.

22217—NIGERIA—Polyester and polyester cotton piece goods, plain fabrics: 67% polyester, 33% polyester cotton. Price range should be 80-90¢ per yd. Enpee Industries Ltd. (importer, dist., mfr.), Ilupeju Industrial Estate, P.O. Box 906, Lagos. WTD in prep.

Knitting mills, products

22533—FRENCH WEST INDIES—Women's, misses', juniors', children's dresses, suits, swimwear. Establissement Merlande, Attn: Benoit de Montserrat (importer, retailer), 26, Rue Blenac, Fort-de-France, Martinique. WTD 2/71.

Men's, Boys' Furnishings

23214—FRENCH GUIANA—Men's, boys' dress, sport shirts. Will deal only direct with manufacturer. Ets. Georges Abchee, Au Bleuet (importer, retailer), Rue Christophe Colomb, Boite Postale 500, Cayenne. WTD in prep.

23292 — FRENCH WEST INDIES—Men's boys' swimwear. Ets. Merlande, Attn: Benoit de Montserrat (importer, retailer), 26, Rue Blenac, Fort-de-France, Martinique. WTD 2/71.

Women's misses', juniors' outerwear

23351—FRENCH GUIANA — Women's dresses in latest styles on continuing basis. Will deal only direct with manufacturer. Ets. Georges Abchee, Au Bleuet (importer, retailer), Boite Postale 500, Cayenne. WTD in prep.

Girls', children's, infants' outerwear

23610—FRENCH GUIANA — Children's, infants' dresses, blouses, shirts. Will deal only direct with manufacturer. Ets. Georges Abchee, Au Bleuet (importer, retailer), Boite Postale 500, Cayenne. WTD in prep.

23610—FRENCH WEST INDIES—Children's, infants' dresses, blouses, shirts, Etablissement Merlande, Attn: Benoit de Montserrat (retailer), 26, Rue Blenac, Fort-de-France, Martinique. WTD in prep.

Apparel, accessories

23812 — GERMANY — Work gloves, including leather, fabric combination (canvas). Georgi & Co., Walter (importer, dist., mfr.), 5277 Marienheide-Rodt/Rhineland. WTD 4/71.

Fabricated textile products

23920—FRENCH GUIANA—House furnishings such as table cloths, napkins, pillows, place mats, bedspreads. Will deal only direct with manufacturer. Ets. Georges Abchee, Au Bleuet (importer, retailer), Boite Postale 500, Cayenne. WTD in prep.

23920—NEW ZEALAND—Terry cloth toweling, in prints, plain dyes, jacquards; in continuous woven lengths of at least 3 towels, hemmed longitudinally, to be finished by importer to sizes 27" x 54", 20" x 40", 16" x 24", and 12" x 12". McKenzies (New Zealand) Ltd., c/o J. H. O'Callaghan, Inc. (retailer), 28 Water St., New York, N.Y. 10004. WTD 5/71.

23928—NEW ZEALAND—Printed sheeting and pillow cotton, stripes and floral designs, to be finished by importer; medium price range; 60 x 60, 20s and 10s; 40", 63", and 80" widths; in quantities of approximately 10,000 yds. per width per design; initial order to be landed by September 1971. McKenzies (New Zealand) Ltd., c/o J. H. O'Callaghan, Inc. (retailer), 28 Water St., New York, N.Y. 10004. WTD 5/71.

Wooden containers

24430 — NETHERLANDS — Veneer and plywood containers for industrial use. Exclusive dist. for Benelux countries. Dekker-Verpakking N.V., Attn: D. J. Dekker (importer, dist.), Hogeweyselaan 151, P.O. Box 57, Weesp. WTD in prep.

Wood products

24994—NETHERLANDS — Life jackets. Rep. for Benelux countries. Interboat-Holland, Attn: J. A. Keune (importer, dist.), Oud-Loosdrechtsedijk 169a, Loosdrecht. WTD in prep.

Office furniture

25223—GERMANY—Filing systems, filing cabinets for computer tape. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. GENEAL-Bueromoebelfabrik Gebr. Neuhaus (dist., mfr.), 4323 Altendorf/Ruhr, Postfach 108. WTD 6/70.

25224 — GERMANY — Complete line of office furniture for punchcard systems, data processing systems. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. GENEAL-Bueromoebelfabrik Gebr. Neuhaus (dist., mfr.), 4323 Altendorf/Ruhr, Postfach 108. WTD 6/70.

Pulp mills, products

26112 — FINLAND — Crude sulfate turpentine. Interbotnica Oy, Attn: Seppo Pirttila, Man. Dir. (importer, agent, exporter), Fredrikinkatu 41 B, Helsinki 12. WTD 5/71.

Paper mills, products

26214 — NETHERLANDS — Industrial packaging materials. Exclusive dist. for Benelux countries. Dekker-Verpakking N.V., Attn: D. J. Dekker (importer, dist.), Hogeweyselaan 151, P.O. Box 57, Weesp. WTD in prep.

Converted paper, paperboard products

26495—SPAIN—Tapes, paper, including teletype. M-2, S.L. (importer, dist.), Rufino Gonzalez, 34, Madrid (17). WTD 5/71.

Paperboard containers, boxes

26530—NETHERLANDS—Shipping containers for industrial use. Exclusive dist. for Benelux countries. Dekker-Verpakking N.V., Attn: D. J. Dekker (importer, dist.), Hogeweyselaan 151, P.O. Box 57, Weesp. WTD in prep.

Manifold business forms

27611—FRANCE — Tachograph recording paper discs. Etablissements J. Izart & Cie (dist., mfr.), 27, ave. Saint-Laurent, 78-Orsay. WTD 4/70.

Industrial chemicals

28123—BRAZIL—Caustic soda in flakes. Requests direct offers from mfrs. Direct purchase & agency. Correspondence requested in Portuguese, Spanish or German. G. Russeff & Cia. Ltda. (importer, dist., agent), Rua Professor Antonio Prudente, 172 sobreloja, Aclimacao, Sao Paulo, SP. WTD 3/71.

28124 — BRAZIL — Caustic potash in flakes. Requests direct offers from mfrs. Direct purchase & agency. Correspondence requested in Portuguese, Spanish or German. G. Russeff & Cia. Ltda. (importer, dist., agent), Rua Professor Antonio Prudente, 172 sobreloja, Aclimacao, Sao Paulo, SP. WTD 3/71.

28190 — AUSTRIA — Activated carbon, aluminum oxides, aluminum silicofluoride, calcium compounds (inorganic), electrolytic manganese dioxide, magnesium chloride, maleic anhydride, nitric acid, oleic acid, potassium chlorate, potassium nitrate, silver nitrate, sodium silicate, sodium silicofluoride, sodium sulphide, thorium nitrate, zinc sulphate, related industrial inorganic chemicals. Richard Haeusler, Assenhandel, (importer, dist.), Eggenberger Allee 1-3, P.O. Box 69, A-8011 Graz. WTD 2/71.

28191—GERMANY — Fluorescent liquid to be used in testing surfaces of manufactured products (metals, fiberglass, plastics, other synthetics, etc.) for any faults such as tiny cracks which could arise from tensions in manufacturing process, or through punching, hardening processes. TELO Antennenfabrik GmbH & Co., KG., Attn: Harald Mueller (importer, dist., mfr.), 2351 Trappenkamp, P.O. Box 20. WTD 3/71.

28197 — BRAZIL — Potassium permanganate. Requests direct offers from mfrs. Direct purchase & agency. Correspondence requested in Portuguese, Spanish or German. G. Russeff & Cia. Ltda. (importer, dist., agent), Rua Professor Antonio Prudente, 172 sobreloja, Aclimacao, Sao Paulo, SP. WTD 3/71.

28197 — MEXICO — Twenty tons per mo. monobasic sodium phosphate of kind used for preparation of cattle feed supplements. Nutrimex, S.A. (mfr.), Acacias 232, Col. Torreon Jardin, Torreon, Coahuila. WTD in prep.

28199—BRAZIL—Nickel sulfate; nickel chloride; cadmium oxide; copper sulfate; copper cyanide. Requests direct offers from mfrs. Direct purchase & agency. Correspondence requested in Portuguese, Spanish or German. G. Russeff & Cia. Ltda. (importer, dist., agent), Rua Professor Antonio Prudente, 172 sobreloja, Aclimacao, Sao Paulo, SP. WTD 3/71.

Synthetic materials

28211—NETHERLANDS—PVC laminating, thermosetting and shrinking foils for food packaging purposes. Exclusive rep. Swildens Verpakking N.V. (importer, dist.), Lindenlaan 370, P.O. Box 127, Amstelveen. WTD in prep.

Drugs

28340—FRANCE—Human plasma. Laboratoires Stago (importer, dist., mfr.), 6ter, rue Denis Papin, 92-Asnieres. WTD 4/71.

28342 — PAKISTAN — Pethidine hydrochloride injections, 100-mg; morphine sulphate injections ¼-½ gr., in 1-cc or 2-cc ampoules, in self injecting collapsible tubes fitted with injection needles. Shifa Medico (importer, dist., mfr.), 7 Aziz Mansion, McLeod Link Rd., P.O Box 73, Lahore. WTD in prep.

Gum, wood chemicals

28612—FINLAND—Crude tall oil. Interbotnica Oy, Attn: Seppo Pirttila, Man. Dir. (importer, agent, exporter), Fredrikinkatu 41 B, Helsinki 12. WTD 5/71.

Chemical products

28993—NETHERLANDS — Water treating chemicals. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Paving, roofing materials

29523 — NETHERLANDS — Roof coatings, siding products. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Fabricated rubber products

30692—SOUTH AFRICA—Air house for air compressor service, delivering air at 3 to 5 lbs./sq. in. for paint spraying technique. Specifications: i.d. 20-22 mm.; o.d. 24 mm., flexible, thin walled, light, noncollapsible, steel wire spiral imbedded, durable, able to withstand temperatures up to 80° C maximum. Requests f.o.b. vessel (name port of shipment) or c.i.f. Cape Town prices for regular supplies; state standard length on each roll; airmail 2-meter sample soon as possible. Industrial Units (Cape) (Pty.) Ltd. (importer, dist., retailer), 25 Neptune St., Paarden Eiland, Cape Town, Cape Province. WTD in prep.

30694 — JAMAICA — Seamless flooring material rubber base mixture for application on approximately 20,000 sq. ft. Quotations: c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir.

(construction firm), 149 King St., Kingston. WTD 9/70.

30698—GERMANY — Industrial rubber gloves. Georgi & Co., Walter (importer, dist., mfr.), 5277 Marienheide-Rodt/Rhineland. WTD 4/71.

Plastic products

30790 — GERMANY — Plastic (PVC) coated work gloves. Georgi & Co., Walter (importer, dist., mfr.), 5277 Marienheide-Rodt/Rhineland. WTD 4/71.

30794 — JAMAICA — Plastic carrying crates, coops. Crate capacity, 60 lbs.; coops, capable of holding 10 live chickens. Clarendon Farm Products Ltd., Attn: O. C. Johnson (importer), 49 Norbrook Dr., Kingston 8. WTD in prep.

30794—NETHERLANDS—Plastic packaging containers for industrial shipping departments. Exclusive dists. for Benelux countries. Dekker-Verpakking N.V., Attn: D. J. Dekker (importer, dist.), Hogeweyselaan 151, P.O. Box 57, Weesp. WTD in prep.

30796—JAMAICA — Styrene transparent ceiling tiles, approximately 12,000 sq. ft. Quotations c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir. (construction firm), 149 King St., Kingston. WTD 9/70.

Leather gloves, mittens

31510 — GERMANY — All-leather work gloves. Georgi & Co., Walter (importer, dist., mfr.), 5277 Marienheide-Rodt/Rhineland. WTD 4/71.

Leather goods

31990—ARGENTINA—Leather safety belts for power and communications pole operations. Requests descriptive literature, price lists. Correspondence requested in Spanish. ENTEL Argentina-Servicio de Documentacion e Informationes Tecnicas (government-owned telephone co.), Av. de Mayo 761, piso 2°, Buenos Aires.

Glass, glassware

32210—VENEZUELA—Glass containers for use in pharmaceutical, cosmetic, food industries. Direct purchase & agency. Panquimica C.A. (dist., agent), Edificio Palmira, piso 7, Avenida Francisco de Miranda, Bello Campo, and Apartado 60732, Caracas. WTD 4/71.

Pottery, related products

32610 — JAMAICA — Bathroom fixtures, 140 sets; bath and shower fittings, accessories; 70 kitchen sinks with fittings. Quotations c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir. (construction firm), 149 King St., Kingston. WTD 9/70.

Steel mill products

● **33100—KOREA**—330 metric tons steel rails. Bid deadline June 14; Tender No. KFX-71063-PIII. Office of Supply, Republic of Korea, Seoul. Copies of tender available from Iron & Steel Industry Operations, BDC-786, Dept. of Commerce, Washington, D.C., 20230 ★(202-976-2613).

33167 — FRANCE — Cold rolled sheets, width, 2-meters, for enameling. Aubecq Auxi S.A. (mfr.), 25, rue de Boulainvilliers, 75-Paris 16. WTD in prep.

Iron, steel foundries

33220—PAKISTAN—Cast iron for manufacturing piston rings having following composition: carbon 3.5 to 3.9%; silicon 2.2 to 3.1%; manganese 0.4 to 0.8%; sulphur 0.13% max.; phosphorus 0.3 to 0.8%; vanadium 0.05 to 0.15%. M. Shah Muhammad & Sons (importer, mfr.), Outside Pak Gate, Multan. Cable: SHAH-SONS. WTD 8/70.

Rolling, drawing, extruding of nonferrous metals

● **33500—HONDURAS**—Supply of line conductors, shield wire, armor rods for construction of transmission and subtransmission lines in several locations in Honduras. Tender No. E-IV-302; bid deadline June 28. Contact Empresa Nacional de Energia Electrica (ENEE), Apartado Postal No. 99, Tegucigalpa, D.C.

● **33500—INDIA**—Supply of seamless aluminum brass condenser tubes of various size, quantities. Tender No. P/501/46 /002/003/7.4.71/PL; bid deadline June 23. Contact Directorate General, Supplies & Disposals, Jeevantara Bldg., Parliament St., New Delhi 1. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33500—IRAN**—Supply of paper insulated underground power and cable accessories for operating voltage up to 20 KV. Tender No. 1B/PC/03.71; bid deadline June 12. Contact Tehran Regional Electric Co., Jaleh Square, Tehran.

● **33500 — PARAGUAY** — Supply of various quantities and sizes of bare copper wire. Tender No. ANDE 33/71; bid deadline June 22. Contact Gerencia Commercial, ANDE, Calle Padre Cardozo 560, Asuncion.

● **33500—URUGUAY**—Supply of triple leaded core aluminum 30 KV cable, 55,000 mts., 3 X 150/240 mm.² terminal boxes, accessories up to 60 M/T of electric insulating oils and compounds. Tender No. 6628; bid deadline July 15. Contact Administration General de La Usinas Electricas Y Las Telefonos del Estado Seccion Licitaciones, Palacio de la Luz, Montevideo.

Hand tools, general hardware

34291—NETHERLANDS—Boat fittings, marine hardware. Exclusive rep. in Common Market countries. Jongkind Sails N.V. (importer, dist., agent), P.O. Box 74, Uiterweg 184, Aalsmeer. WTD in prep.

34291—NETHERLANDS — Winches, davits, steering cable, wireclamps, anchors, steering wheels, pulleys, compasses, rigging screws and all kinds of similar watersport hardware, equipment. Exclusive reps. for Benelux countries. Interboat-Holland, Attn: J. A. Keune (importer, dist.), Oud-Loosdrechtsedijk 169a, Loosdrecht. WTD in prep.

Heating apparatus, plumbing fixtures

34320—FRANCE—Thermostatic faucets for central heating equipment. Emerjy (mfr.), 37, rue Colin, 69-Villeurbanne. WTD in prep.

34336—FRANCE—Nitrogen pressure expansion tanks for central heating equipment. Emerjy (mfr.), 37, rue Colin, 69-Villeurbanne. WTD in prep.

34336 — JAMAICA — Waste compactors, industrial type for apartment complex. Quotations c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir. (construction firm), 149 King St., Kingston. WTD 9/70.

34336—NETHERLANDS—Burner installations, other combustion equipment. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

34336—NETHERLANDS—Central heating systems, equipment. Rep. for Common Market requested, possibly license or joint-venture arrangements. Wolter & Dros N.V., Attn: S. J. Bosma (importer, dist., engineering firm), Amsterdamseweg 53, P.O. Box 47, Amersfoort. WTD in prep.

Screw machine products

34521 — NETHERLANDS — Stainless steel bolts, nuts, screws. Exclusive sales in Common Market countries. Jongkind Sails N.V. (importer, dist., agent), P.O. Box 74, Uiterweg 184, Aalsmeer. WTD in prep.

Fabricated structural metal products

34438 — NETHERLANDS — Industrial mixing vessels. Reps. for Europe. N.V. Machinefabriek Terlet, Attn: H. van Dort (importer, dist., mfr.), Oostzeestraat 6, P.O. Box 62, Zutphen. WTD in prep.

Fabricated metal products

34944 — NETHERLANDS — Pneumatic and hydraulic 2-, 3- and 4-way valves, relief valves, restrictor valves, quick exhaust valves. Exclusive reps. for Netherlands, Benelux countries. Technische Handelsonderneming ATB, Attn: H. Moscoviter (importer, dist.), O. Z. Voorburgwal 99, Amsterdam. WTD in prep.

Engines, turbines

● **35100—NEW ZEALAND**—Supply and deliver two 110,000 hp. turbines. Contract No. 565; bid deadline Aug. 31. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power Equipment Program, Rm. 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241).

Farm machinery

35223 — SPAIN — Planting, seeding, fertilizing machinery. Rodriguez-Sabio Sanchez, C.B. (importer, dist.), Virrey Ossorio, 17-19, La Coruna. WTD 4/71.

35224—SPAIN—Plows, listers, harrows, rollers, pulverizers, stalk cutters, similar equipment. Rodriguez-Sabio Sanchez, C.B. (importer, dist.), Virrey Ossorio, 17-19, La Coruna. WTD 4/71.

35228 — JAMAICA — Incubators capable of handling 30-50 thousand eggs annually: electric type; 50 cycles. Price c.i.f. Kingston. Clarendon Farm Products Ltd., Attn: O. C. Johnson (importer), 49 Norbrook Dr., Kingston 8. WTD in prep.

35228 — PHILIPPINES — Alfalfa leaf drier, commercial type, capacity 30,000 kg. (dry weight) per wk. Rafael Endaya (alfalfa leaf miller), 2697-A South Ave., Makati, Rizal. WTD in prep.

Construction, mining, materials handling machinery, equipment

● **35300—BRAZIL**—Railway track lay-

ing equipment for installation of rails, adopting the no-ballast system, for the North-South line of Sao Paulo Metro (Rail Rapid Transit System). Specifications at $200 per set available from CIA. do Metropolitano de Sao Paulo, Rua Florencio de Abreu 301, 3° andar, Sao Paulo. Bid deadline June 30; Tender No. 005/71.

● **35300—BURMA**—Fifty pneumatic concrete breaker chisel moil point bits. Tender No. MEIC/BR/13(T)147(EW)70-71; bid deadline June 22. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Tender documents available on short term loan from General Industries Div., BDC-566, Dept. of Commerce, Washington, D.C. 20230 (202-967-4317).

● **35300—INDIA**—Water well drilling machines with capacity for 300-400 feet/day and for drilling hard rocks. The Under Secretary to the Government of Gujarat, Public Works Dept., Government of Gujarat, Gandhinagar, Near Ahmedabad, Gujarat State.

35314—NETHERLANDS—Power cranes, other construction machinery, materials handling equipment. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist.), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

35319—ARGENTINA—Power post-hole diggers, for installation of power and communications pole installations. Requests descriptive literature, price lists. Correspondence requested in Spanish. ENTEL Argentina-Servicio de Documentacion e Informaciones Tecnicas (government-owned telephone company), Av. de Mayo 761, piso 2°, Buenos Aires.

35319 — JAMAICA — General construction equipment for use in 2-4 story buildings including scaffolding jacks, 2-ton hoists. Quotations c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir. (construction firm), 149 King St., Kingston. WTD 9/70.

35351 — NETHERLANDS — Internal transport, conveying systems. Rep. for Common Market. Wolter & Dros N.V., Attn: S. J. Bosma (importer, dist., engineering firm), Amsterdamseweg 53, P.O. Box 47, Amersfoort. WTD in prep.

35351 — NETHERLANDS — Conveyors, similar materials handling equipment. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm). Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

35361—JAMAICA — Two-ton hoists for use in building 2-4 story apartment houses. Quotations c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir. (construction firm), 149 King St., Kingston. WTD 9/70.

35370—NETHERLANDS—Trucks, trailers, stackers, tractors, similar materials handling equipment. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Metalworking machinery

35442—MEXICO—Used plastic injection molds for manufacture of toys, housewares articles, etc. for an HPM plastic injection machine with following specifications: clamp, 100 tons; capacity, 4 to 6 ounces; mold size, 15" x 18"; horizontal clearance between bars, 15"; daylight clearance, 18". Micro Plasticos Industriales, S.A. (mfr.), M. M. del Llano Pte. 1310, Monterrey, N.L. WTD in prep.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

01195 — MOZAMBIQUE — One thousand to 5,000 metric tons of soybeans of latest crop, indicating oil content specifications, type of packaging, prices, c.i.f. delivery port of Lourenco Marques. S.E. Ginwala Filhos, Lda., Attn: K. S. Ginwala (importer, mfr.), 63 Ave. Paiva de Andrada (P.O. Box 311), Lourenco Marques. WTD 4/71.

28123—SINGAPORE—Nine hundred M/T caustic soda 98/100% solid, fused, copper content less 4 P.P.M. Certificate of analysis required. Deliver three equal lots, first shipment arrive Nov. 1971, other shipments two or three month intervals. Quote c.i.f. USS Port Swettenham, W. Malaysia. L/C payment terms acceptable, demand draft at sight preferred. Diethelm & Co., Ltd. (importer), P.O. Box 191, Singapore 1. WTD 6/70.

36621—HONG KONG—One KW VHF aeronautical band transmitter ground station for 200 VAC 50-cycle operation, two receivers for transmitter, two remote controls for transmitter and receivers. Equipment must be solid-state, meet ICAO specifications. Gilman & Co., Ltd., Attn: T. C. Yuen, (importer), P.O. Box 56.

35484 — FRANCE — Testers for brakes, motors, ignition, shock absorbers, dynamometers, other automotive diagnostic equipment. Direct purchase & agency. Societe R.G. (dist., mfr., agent), 125, rue Jules-Guesde, 92-Levallois-Perret. WTD 4/71.

Special industry machinery

35510 — PHILIPPINES — Machinery or equipment for processing fruit juices into concentrates, medium capacity. Technical assistance desired. Sin Chuan Guan Grocery, Attn: Domingo S. de la Cruz (importer, dist., retailer), 641 Sta. Elena St., Binondo, Manila. WTD in prep.

35511—CYPRUS—Automatic milk packaging machines in wax-paper containers. Quote c.i.f. Cyprus, include installation, training charges if any. Direct purchase & agency. Phoebus D. Papadopouleos (importer, agent), 9 Corner of Homer & Leonidas Sts., P.O. Box 2290, Nicosia. WTD 4/71.

35513 — NETHERLANDS—Pre-packing machines for meat, poultry, produce industry; other food packing machines, equipment, materials. Exclusive sales reps. Swildens Verpakking N.V. (importer, dist.), Lindenlaan 370, P.O. Box 127, Amstelveen. WTD in prep.

35522—PAKISTAN—Machinery for manufacture of wooden shuttles for textile/jute industry: timber seasoning unit volume 12 cbm. fully automatic control; planning and jointing machine; four side moulder; slot boring machine; electric routers with convertors & guides; chain mortising machine; two spindle boring machine; multi-spindle drilling machine; semi-automatic copying machine; hydraulic press; combined belt & disc sanders; normal double disc grinding machine; planner knife grinding machine; built in driving electric motors for each machine; tools, spares, accessories. Haji Abdul Karim Abdul Halim (importer), Haji Abdul Karim Bldg., 203 Marriot Rd., Karachi. WTD in prep.

35540—YUGOSLAVIA — Machinery for manufacturing fancy boxes. Grafokarton, Attn: Vladimir Sok, Gen. Dir. (mfr.), Ilica 235, Zagreb. WTD in prep.

35550—YUGOSLAVIA—Photocomposing units for offset printing; offset presses, sheet fed, capable of handling 70-100 cm in Bl format in 2, 4 and 6 colors (especially 4-color presses); cutters; folders and glueing machines (automatic and able to handle output of the presses). Interested in investment arrangement with U.S. partner or in other possible exchange agreements to partially carry costs of financing machinery imports. Grafokarton, Attn: Vladimir Sok, Gen. Dir. (mfr.), Ilica 235, Zagreb. WTD in prep.

35551—SPAIN—Printing presses. Grafisintes (importer, dist.), Avda. del Generalisimo, 51, Madrid (16). WTD 4/71.

35552—NETHERLANDS — Offset printing plates, light-sensitive nonshrinkable polyester films, brushes, other auxiliary materials for graphics industry. J. R. Metzlar N.V. (importer, dist., agent), Schoolstraat 19, Blaricum (NH). WTD in prep.

35591—NETHERLANDS—Mixing equipment for chemical, cosmetic, pharmaceutical industries. Reps. for Europe. N.V. Machinefabriek Terlet, Attn: H. van Dort (importer, dist., mfr.), Oostzeestraat 6, P.O. Box 62, Zutphen. WTD in prep.

35594—PHILIPPINES — Tire recapping machinery, equipment to increase present capacity of 300 tires a day by 100%. Modern equipment for buffing, building up, spraying, finishing desired. Marcelo Tire & Rubber Corp. (mfr.), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in prep.

General industrial machinery

35612 — ARGENTINA — Submersible pumps to handle several types of liquids including sewage, drain waters. Requests descriptive literature, price lists. Correspondence requested in Spanish. ENTEL Argentina-Servicio de Documentacion e Informaciones Tecnicas (government-owned telephone co.), Av. de Mayo 761, piso 2°, Buenos Aires.

35612—NETHERLANDS—Gear and vane pumps, motors, pump units for hydraulic systems. Exclusive reps. for Netherlands, Benelux countries. Technische Handelsonderneming ATB, Attn: H. Moscoviter (importer, dist.), O. Z. Voorburgwal 99, Amsterdam. WTD in prep.

35614—ITALY—Two or 4 (depending on flow) axial air compressors with 7 or 14 cubic meter flow, pressure 1300 Kg/m²; minimum incumbrance (approx. 50 to 60 cm. diameter). Specifications are only indicative. Items required for tracked air-

cushion vehicle project. Specifications: double track vehicle; coach by means of active and passive suspension resting on two independent undercarriages with air-cushion sliding shoes; propulsion by turbo-propeller or by linear induction motor. Istituto di Aeronautica Universita' di Palermo (teaching, research institute), Viale delle Scienze, 90128 Palermo. WTD 4/71.

35615—JAMAICA—Gear pumps. Specifications: bronze body & gears, stainless steel shafts; ¼", ⅜", ½", ¾", 1" port openings for close coupled applications at 1450 rpm. Initial order: 24 units; quotations c.i.f. Kingston. Masterton, Ltd., Attn: G. E. Williams, Sales Engineer (importer, dist., agent), 21-25 Hanover St., P.O. Box 73, Kingston. WTD 2/71.

35662—GERMANY—Gears for operating valves (90° turns, between 50 and 400 kg/m), preferably self-locking, between 3,000 and 5,000 units per yr. Prices free buyer. Correspondence requested in German. DEUFRA-Stellantriebe, Attn: Mr. Welke (dist., mfr.), 60 Bonner Strasse, 52 Siegburg. WTD in prep.

35690 — NETHERLANDS — Industrial packaging machinery. Exclusive dists. for Benelux countries. Dekker-Verpakking N.V., Attn: D. J. Dekker (importer, dist.), Hogeweyselaan 151, P.O. Box 57, Weesp. WTD in prep.

35690—NETHERLANDS — Filters for hydraulic, pneumatic equipment. Exclusive rep. for Netherlands, Benelux countries. Technische Handelsonderneming ATB, Attn: H. Moscoviter (importer, dist.), O. Z. Voorburgwal 99, Amsterdam. WTD in prep.

Office, computing machines

35720—KOREA — Typewriters, manual, carriage length: 13", 15" and 18"—200 units each. Brochures, c.i.f. Pusan quotations requested. Chang In Trading Co. (importer, dist., agent), I.P.O. Box 1729, Seoul. WTD in prep.

Service industry machinery

35820—URUGUAY — Linen washer-extractor machinery with 200 bed sheet/hr. capacity; tumbler, related equipment, 3 phase 220V, 50C power available. Sucesion Juan Mir-Lavadero Industrial (L.I.S.A.) (laundry), Calle Espinillo 1375, Montevideo. WTD in prep.

35852—GERMANY—Room air conditioners. Direct purchase & agency. Gebr. Kiessel GmbH, Attn: Herr Buchmann (importer, dist.), 10 Muehldorferstr., 6800 Mannheim. WTD 4/71.

35852—NETHERLANDS—Air conditioning systems, equipment. Reps. for Common Market countries. Wolter & Dros N.V., Attn: S. J. Bosma (importer, dist., engineering firm), Amsterdamseweg 53, P.O. Box 47, Amersfoort. WTD in prep.

35853 — NETHERLANDS — Industrial, commercial refrigeration systems, equipment. Reps. for Common Market countries. Wolter & Dros N.V., Attn: S. J. Bosma (importer, dist., engineering firm), Amsterdamseweg 53, P.O. Box 47, Amersfoort. WTD in prep.

35853—NEW ZEALAND—Dehumidifiers: automatic continuous duty dehumidifiers with permanent honeycomb type dessicant wheel; for use in climate laboratory of 24 rooms with temperatures ranging from 20° to 120° F with relative humidities over much of that range down to 30° dew point or lower; 200 cubic ft. per min. per unit; 1 to 3 units per room. K. J. Mitchell, Dir., Dept. of Scientific & Industrial Research, Plant Physiology Div. (research laboratory), Private Bag Palmerston North.

35892 — FRANCE — Water softeners, household. Emerjy (mfr.), 37, rue Colin, 69-Villeurbanne. WTD in prep.

35892—ISRAEL — Vacuum cleaners, industrial; for metallic chips (metalworking machines). Bet-Shemesh Engines Ltd. (importer, mfr., exporters), c/o Mr. Attali, Export/Import Manager, Mobile Post Haela, P.O. Box 88, Bet Shemesh. Cable: BETSHEMESH JM. WTD 9/70.

35892—NETHERLANDS — Water treating equipment. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Machinery

35992—KUWAIT—Non-gambling amusement park machines. SAIFCO Trading & Contracting Co. (mfr., retailer), P.O. Box 429, Kuwait. WTD 5/71.

35992 — NETHERLANDS — Pneumatic, hydraulic cylinders. Exclusive rep. for Netherlands, Benelux countries. Technische Handelsonderneming ATB. Attn: H. Moscoviter (imp., dist.), O. Z. Voorburgwal 99, Amsterdam. WTD in prep.

Electric transmission, distribution equipment

● **36100—EL SALVADOR**—Supply two power transformers of 30,000/40,000/50,000 KVA, 110-23/46 KV. To qualify for bidding, applicant must have designed and manufactured similar size units. Submit 1) experience; 2) statement financial resources; 3) description of plant and organization; 4) bank references. Tender No. 367; bid deadline June 29. IDA financing. Specifications available from the Harza Engineering Co., 150 S. Wacker Dr., Chicago, Ill. 60606.

● **36100—HONDURAS**—Supply switchyard and substation structures and equipment. Tender No. E-IV-203; bid deadline June 24. Specifications available for $10 from the Empresa Nacional de Energia Electrica (ENEE), Apartado Postal No. 99, Tegucigalpa, D.C., Honduras. IBRD and IDA loan and credits.

● **36100—NEW ZEALAND**—Supply and deliver two 30 MVA 220-110/11kV or alternatively two 30 MVA 220-110/11kV transformer banks and spare unit. Tender No. C 567; bid deadline June 20. Secretary Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power Equipment Program, Rm. 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241).

● **36100—NEW ZEALAND**—Supply and deliver two vertical shaft generators, 80 MW. Contract No. 566; bid deadline Aug. 31. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power Equipment Program, Rm. 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4188).

● **36100—NEW ZEALAND**—Supply two 30 MVA 110/11 KV re-connectable to 220/11 KV, or seven 10 MVA 110/6.35 KV re-connectable to 220/6.35 KV. Contract No. 567; bid deadline June 29. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power Equipment Program, Rm. 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241).

● **36100—URUGUAY** — Supply 13,485 transformers for intensity and power meters, and various types power station instrument panels. Tender No. 6601; bid deadline June 15. World Bank Loan. Only firms or individuals established in Uruguay may participate in bids. Administration General de las Usinas Electricas y los Telefonas del Estado, Seccion Licitaciones, Paraguay 2431 P. 8, Montevideo. One copy of specifications in Spanish available for reference from the Power Equipment Program, Rm. 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4188).

Electrical industrial apparatus

● **36200—NEW ZEALAND**—Supply and deliver two 80.0 MW generators suitable for direct coupling to vertical shaft Francis type turbines of 110,000 hp. Tender No. 566; bid deadline Aug. 31. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North New Zealand. Specifications available from the Power Equipment Program, Rm. 586C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241).

36215—ITALY—Servo valves and devices for oleodynamic control required for tracked air-cushion vehicle project. Specifications: double-track vehicle, coach by means of active and passive suspension resting on two independent undercarriages with air cushion sliding shoes; propulsion by turbo propeller or by linear induction motor. Istituto di Aeronautica Universita' di Palermo (teaching, research institute), Viale delle Scienze, 90128 Palermo. WTD 4/71.

Household appliances

36343 — TUNISIA — Mixers, roasters, ovens, toasters, fans, coffee-makers. Direct purchase & agency. Correspondence requested in French. Etablissements Ben Ayed (importer, dist., retailer), 18, Rue Ibn Khaldoun, Tunis. WTD 3/71.

36393—JAMAICA—Seventy kitchen sink garbage disposal units. Quotations c.i.f. Kingston. United Homes Ltd., Attn: Victor D. Setton, Dir., (construction firm), 149 King St., Kingston. WTD 9/70.

Electric lighting, wiring equipment

36426—NETHERLANDS — Navigational lights. Exclusive reps. for Benelux countries. Interboat-Holland, Attn: J. A. Keune (importer, dist.), Oud-Loosdrechtsedijk 169a, Loosdrecht. WTD in prep.

Radio, television receiving sets

36511 — SOUTH AFRICA—Household radios. Direct purchase & agency. Eikebos (retailer), 63 Bird St., P.O. Box 393, Stellenbosch, Cape Province. WTD 4/71.

36514—SOUTH AFRICA — Recorders, audio amplifiers, phonographs, tuners, speaker systems, other audio equipment, accessories; low priced. Direct purchase & agency. Eikebos (retailer), 63 Bird St., P.O. Box 393, Stellenbosch, Cape Province. WTD 4/71.

36515—NETHERLANDS—Audio equipment for recreational use aboard ships. Exclusive reps. for Netherlands, Indo-

nesia, Netherlands Antilles. Radio-Holland N.V., Attn: J. W. van der Lely (importer, dist., mfr.), Keizersgracht 562, P.O. Box 1440, Amsterdam. WTD 7/70.

Communication equipment

● **36600** — **GREECE** — Supply 11 high-frequency single-side-band transceivers. Tender No. 4/293/71; bid deadline June 14. Copies of specifications and conditions available to firms located in the U.S. from the Communications Div., BDC-720, Rm. 4320, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

● **36600**—**IRELAND**—Supply and install automatic switching equipment. Tender No. C/513/6/24; bid deadline June 24. Copies of specifications and conditions available on a short-term loan to firms located in the U.S. from the Communications Div., BDC-720, Rm. 4320, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

● **36600** — **URUGUAY** — Supply of 48 very-high-frequency fixed, mobile and portable transceivers, one monitoring set, an omnidirectional antenna and related equipment. Tender No. 6609; bid deadline July 13. Only firms established in Uruguay may participate in the bid. A copy of specifications in Spanish available on a short-term loan to firms located in the U.S. from the Communications Div., BDC-720, Rm. 4320, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

36621—**NETHERLANDS** — Marine and non-marine electronic communication equipment. Exclusive reps. for Netherlands, Netherlands Antilles, Singapore, Indonesia. Radio-Holland N.V., Attn: J. W. van der Lely (importer, dist., mfr.), Keizersgracht 562, P.O. Box 1440, Amsterdam. WTD 7/70.

36623—**NETHERLANDS** — Security and safety control systems. Rep. for Common Market countries. Wolter & Dros N.V., Attn: S. J. Bosma (importer, dist., engineering firm), Amsterdamseweg 53, P.O. Box 47, Amersfoort. WTD in prep.

36624—**NETHERLANDS** — Electronic navigational systems. Exclusive reps. requested for Netherlands, Netherlands Antilles, Singapore, Indonesia. Radio-Holland N.V., Attn: J.W. van der Lely (importer, dist., mfr.), Keizersgracht 562, P.O. Box 1440, Amsterdam. WTD 7/70.

Electronic components, accessories

36795—**SPAIN** — Tapes, magnetic, for computers. M-2, S.L. (importer, dist.), Rufino Gonzalez, 34, Madrid (17). WTD 5/71.

Motor vehicles, equipment

37141—**FRANCE** — Axles, axle parts for heavy vehicles: 100 tons and over. Direct purchase & agency. Société Pérez et Raymond—Paris (importer, mfr., agent), 79, Blvd. Gallieni, 92-Villeneuve-la-Garenne. WTD 2/70.

37141—**NETHERLANDS** — Mufflers, filters, lubricators. Exclusive reps. for Netherlands, Benelux countries. Technische Handelsonderneming ATB, Attn: H. Moscoviter (importer, dist.), O. Z. Voorburgwal 99, Amsterdam. WTD in prep.

Ship building, repairing

37323 — **NETHERLANDS** — Dinghies. Exclusive reps. for Benelux countries. Interboat-Holland, Attn: J.A. Keune (importer, dist.), Oud-Loosdrechtsedijk 169a, Loosdrecht. WTD in prep.

Railroad equipment

● **37400**—**BRAZIL**—Supply 43 railroad switches (U.I.C. Standard-German) to be used in the 21.4 km. double track (1.60 gauge) of the Sao Paulo Metro (Rail Rapid Transit System). Specifications at $100 per set available from CIA. do Metropolitano de Sao Paulo, Rua Florencio de Abreu 301, 3° andar, Sao Paulo. Bid deadline June 15; Tender No. 007/71.

● **37400**—**BURMA** — Six meter-gauge bogie tank wagons used for transportation of rectified spirit; four meter-gauge 4-wheel tank wagons used for transportation of methylated spirit/denatured spirit; and four meter-gauge bogie tank wagons used for transportation of furnace oil. Bid deadline July 12. Specifications available from Executive Director, Industrial Development Corp., 192 Kaba Aye Pagoda Rd., Yankin P. O., Rangoon. Specifications also available for review in Transportation Div., BDC, Rm. 5093, Dept. of Commerce, Washington, D.C. 20230 (202-967-4816).

● **37400**—**NEW ZEALAND** — Supply and delivery 600 high sided steel railroad cars for transporting newsprint. Tender No. C.M.E., Specification No. 390; bid deadline July 28. Copies of specifications available from the Ambassador, New Zealand Embassy, Suite 308, Associations Bldg., 1145-19th St. NW., Washington, D.C. 20036. Specifications copy available for review in the Transportation Div., BDC, Rm 5093, Dept. of Commerce, Washington, D.C. 20230 (202-967-4816).

● **37400**—**ZAMBIA** — Supply of 100 aluminum alloy bodied covered bogie freight cars. Tender No. ZR/SP/64/DO/71; bid deadline June 30. Specifications available from P.A. George, Esq., Chief Supplies Officer, Zambia Railways, P.O. Box 935, Zambia. Specifications copy available for review at Transportation Div., BDC, Rm 5093, Dept. of Commerce, Washington, D.C. 20230 (202-967-4816).

Instruments for measuring, controlling, indicating physical characteristics

38213—**NETHERLANDS** — Combustion instruments. Exclusive reps. for Netherlands, Benelux countries. Nierstrasz N.V., Attn: K. Bos (importer, dist., engineering firm), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Optical instruments, lenses

● **38300** — **GREECE** — Supply a stereocomparator with accessories for the laboratory of photogrammetry of polytechnical school. Bid deadline not indicated. Terms and specifications available from Aristotle University of Thessaloniki.

38311—**ITALY** — Schlieren optical density-measuring devices with 25 cm. mirrors for supersonic wind-tunnel project. Istituto di Aeronautica Universita' di Palermo (teaching, research institute), Viale delle Scienze, 90128 Palermo. WTD 4/71.

Surgical, medical, dental instruments

38423—**GERMANY**—Safety gloves: asbestos. Georgi & Co., Walter (importer, dist., mfr.), 5277 Marienheide-Rodt/Rhineland. WTD 4/71.

Photographic equipment, supplies

38615—**NETHERLANDS** — Light-sensitive nonshrinkable polyester films for graphics industry. J. R. Metzlar N.V. (importer, dist., agent), Schoolstraat 19, Blaricum (NH). WTD in prep.

Jewelry, silverware, plated ware

39130—**NETHERLANDS**—Cut and polished natural precious, semi-precious stones, gems, beads, rare mineral specimens for sale in Europe. Evenblij Edelstenen N.V., Attn: H. Evenblij (importer), Wentholtlaan 15, Heiloo. WTD in prep.

Toys, amusement, sporting goods

39410—**SOUTH AFRICA**—Toys, games; all types. Direct purchase & agency. Eikebos (retailer), 63 Bird St., P.O. Box 393, Stellenbosch, Cape Province. WTD 4/71.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Small arms

19512—**KOREA**—Parts, attachments for small firearms; carbines, M-1 rifles, submachine guns. Han Il Trading Corp. (dist., agent), C.P.O. Box 5599, Seoul. WTD in prep.

Canning, preserving foods

20330—**GERMANY**—Canned fruits, vegetables. Willi Westermann (dist., agent), 55 Bischofstrasse, 415 Krefeld-Oppum. WTD in prep.

Beverage industries

20874 — **PORTUGAL** — Food colorings, flavoring powders. TOR-Sociedade de Maquinas Agricolas e Industriais, Lda. (agent), Ave. Conde de Valbom 95-6 Dto., Lisbon. WTD in prep.

Broad woven fabric mills, cotton

22110 — **JAMAICA** — Bedspreads cotton and/or woolen types. Price c.i.f. Kingston. Morgan's Cinderella, Attn: R. G. Morgan, (importer, retailer), 129-131 Princess St., Kingston. WTD 3/71.

22115—**SOUTH AFRICA**—All types of shirtings. E. I. Rogoff Ltd., Attn: Mr. Schwartz (imp., agent), P.O. Box 7296, Johannesburg, Transvaal. WTD 2/71.

22116—**SOUTH AFRICA**—Corduroy. E. I. Rogoff Ltd., Attn: Mr. Schwartz (importer, agent), P.O. Box 7296, Johannesburg, Transvaal. WTD 2/71.

22117—**NETHERLANDS**—Finished cotton. Rep. for Netherlands, Germany. B. Molekamp (importer, agent), Bolhaarslaan 17, Enschede. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22213—SOUTH AFRICA—Suiting. E. I. Rogoff Ltd., Attn: Mr. Schwartz (importer, agent), P.O. Box 7296, Johannesburg, Transvaal. WTD 2/71.

22218—NETHERLANDS—Finished manmade fiber broad-woven apparel fabrics. Exclusive rep. for Netherlands, Germany. B. Molekamp (importer, agent), Bolhaarslaan 17, Enschede. WTD in prep.

Broad woven fabric mills, wool

22313 — NETHERLANDS — Finished wool. Exclusive rep. for Netherlands, Germany. B. Molekamp (importer, agent), Bolhaarslaan 17, Enschede. WTD in prep.

Men's coats, overcoats

23110 — FRANCE — Men's suits, coats. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Men's, boys' furnishings

23221 — FRANCE — Underwear: men's, youths'. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

23230—FRANCE—Men's neckwear. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Women's, misses' outerwear

23370—FRANCE—Women's suits, coats. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

23393—FRANCE—Women's scarfs, other neckwear. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Women's, misses', children's, infants' under garments

23410—FRANCE—Underwear: women's, misses'. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Girls', children's, infants' outerwear

23690—FRANCE—Bathrobes: girls', children's. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Apparel, accessories

23840—FRANCE—Bathrobes: men's and women's; dressing gowns, breakfast coats, housecoats. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Fabricated textile products

23920—FRANCE—Shower bath curtains, tablecloths, napkins. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

23926—FRANCE — Bedspreads, bedsets. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

23928—FRANCE — Sheets, pillowcases. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

23929—FRANCE—Cotton towels, washcloths. Dehaye Jacques (importer), Residence St. Michel, B.P. 280, Ave. du Roi Albert, 06-Cannes. WTD 4/71.

Pulp mills

26112—KOREA—Chemical pulp, sulfate, general grade, bleached and semi-bleached. Estimated monthly requirement—1,000 tons each. C.i.f. Pusan and Inchon quotations requested. Donghae Trading Co., Ltd. (importer, dist., agent), Rm. 624-8 Bando Bldg., Seoul. WTD in prep.

Paper mills

26210—GERMANY—Paper for napkins, tissue, toweling, windshield wipe stock. Willi Westermann (dist., agent), 55 Bischofstrasse, 415 Krefeld-Oppum. WTD in prep.

26219—GERMANY—Filter paper. Willi Westermann (dist., agent), 55 Bischofstrasse, 415 Krefeld-Oppum. WTD in prep.

Industrial chemicals

28152 — PORTUGAL — Dyes for use in textile industry. TOR-Sociedade de Maquinas Agricolas e Industriais, Lda. (agent), Ave. Conde de Valbom 95-6 Dto., Lisbon. WTD in prep.

28183—PORTUGAL—Rubber processing chemicals, flavor, perfume materials. TOR-Sociedade de Maguinas Agricolas e Industriais, Lda., (agent), Ave. Conde de Valbom 95-6 Dto., Lisbon. WTD in prep.

28190 — PHILIPPINES — Textile chemicals; tanning chemicals. Asian-American Products, Attn: L. G. Barcelo, Foreign Dept. (dist., agent, retailer), 1203 E. de los Santos Ave., P.O. Box 141, Quezon City D-504. WTD in prep.

28199 — KOREA — Mercury sulfide. Requests literature, quotations. Han Il Trading Corp. (dist., agent), C.P.O. Box 5599, Seoul. WTD in prep.

Synthetic materials

28213—PORTUGAL—Acrylic, other resins for plastics industry. TOR-Sociedade de Maquinas Agricolas e Industriais, Lda. (agent), Ave. Conde de Valbom 95-6 Dto., Lisbon. WTD in prep.

28214 — KOREA — Polyurethane resins: PPG polypropylene glycol, CO amine function compound, SO stannous octoate resins for use in processing into sponge, requiring about 70, 35 and 1.5 tons respectively per mo. C.i.f. and c & f Pusan quotations requested. So Kwang Industry & Supply Co. (agent), I.P.O. Box 1209, Seoul. WTD in prep.

28220—PORTUGAL — Synthetic rubber, synthetic resins for rubber industry. TOR-Sociedade de Maquinas Agricolas e Industriais, Lda. (agent), Ave. Conde de Valbom 95-6 Dto., Lisbon. WTD in prep.

28220—SWITZERLAND—Synthetic rubbers, other synthetic, vulcanizable elastomers. Wiederkehr & Co. (importer, dist., agent), Talacker 42, 8022 Zurich. WTD in prep.

Drugs

28330 — PORTUGAL — Basic medicinal raw chemicals for manufacture of human pharmaceutical preparations. TOR-Sociedade de Maquinas Agricolas e Industriais, Lda. (agent), Ave. Conde de Valbom 95-6 Dto., Lisbon. WTD in prep.

28330—SWITZERLAND—Synthetic organic, inorganic medicinal chemicals in bulk, antibiotics, food preservation antibiotics, food anti-oxidants, other medicinal chemicals and intermediates, except botanical products. Bulk plant, yeast, synthetic and natural vitamins. Wiederkehr & Co. (importer, dist., agent), Talacker 42, 8022 Zurich. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28423 — NETHERLANDS — Specialty metal surface detergents. Excelsum N.V., Attn: F. M. de Vries (importer, agent), Stichts End 94, Ankeveen. WTD in prep.

28424 — FRANCE — Cleaning, polishing prep. SAPAM (importer, dist., agent), 28 rue Marbeuf, 75-Paris 8e. WTD 2/70.

Chemical products

28993—NETHERLANDS — Water treating compounds. Excelsum N.V., Attn: F. M. de Vries (importer, agent), Stichts End 94, Ankeveen. WTD in prep.

Petroleum refining

29119 — FRANCE — Special coating for tennis courts. Binst Construction (importer, mfr.), 24, rue Jules Michelet, 29 N-Brest. WTD in prep.

Paving, roofing materials

29520—PHILIPPINES — Waterproofing materials. Asian-American Products, Attn: L. G. Barcelo, Foreign Dept. (dist., agent, retailer), 1203 E. de los Santos Ave., P.O. Box 141, Quezon City D-504. WTD in prep.

Tires, tubes

30110—GERMANY—Passenger car, motorcycle pneumatic tires, tires, inner tubes. Leo Chavier (importer, dist.), 226 Eickener Strasse, 405 Moenchengladbach. WTD 4/71.

Fabricated rubber products

30692—GERMANY—High pressure hoses for automobiles. Leo Chavier (importer, dist.), 226 Eickener Strasse, 405 Moenchengladbach. WTD 4/71.

30697—AUSTRIA — Disposable medical-surgical rubber goods for use in hospitals. HA-SE Import-Export GmbH (importer, agent, exporter), Mariannengasse 30, A-1090 Vienna. WTD 4/71.

Plastic products

30795—FRANCE—Iceless plastic molded skating-rinks. Binst Construction (importer, mfr.), 24, rue Jules Michelet, 29 N-Brest. WTD in prep.

Leather tanning, finishing

31110 — PHILIPPINES — Leather products for shoe, allied industries. Asian-American Products, Attn: L. G. Barcelo, Foreign Dept. (dist., agent, retailer), 1203 E. de Los Santos Ave., P.O. Box 141, Quezon City D-504. WTD in prep.

Handbags, personal leather goods

31710 — JAMAICA — Wet-look ladies leather handbags. Quotations c.i.f. Kingston. Morgan's Cinderella, Attn: R. G. Morgan (importer, retailer), 129-131 Princess St., Kingston. WTD 3/71.

Concrete, gypsum, plaster products

32722—FRANCE—Sections for prefabrication and new building materials in general. Albert et Cie (dist.), 8, ave. de la Marne, 44-Cholet. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33560—FRANCE—Nickel cathodes. Cellerin S.A. (importer, dist.), 107, ave. Jean-Jaures, 93-La-Courneuve. WTD 3/71.

Heating apparatus, plumbing fixtures

34231—GERMANY—Mechanics and service tools. Leo Chavier (importer, dist.), 226 Eickener Strasse, 405 Moenchengladbach. WTD 4/71.

Fabricated structural metal products

34433—FRANCE—Industrial boilers; furnace accessories. Compagnie de Commerce International (importer), 59 bd de Strasbourg, 75-Paris 10. WTD in prep.

Coating, engraving, allied services

34790—PHILIPPINES—Protective coatings for metals: anti-rust, anti-corrosion, etc. Asian-American Products, Attn: L. G. Barcelo, Foreign Dept. (dist., agent, retailer), 1203 E. de los Santos Ave., P.O. Box 141, Quezon City D-504. WTD in prep.

Fabricated metal products

34940—ITALY—Industrial controls. General Control, S.r.l. (dist.), Via M. A. Colonna 9, 20149 Milan. WTD 1/71.

Engines, turbines

35193—KOREA—High speed marine diesel engines and generator sets, parts. Requests catalogs, quotations. Han Il Trading Corp. (dist., agent), C.P.O. Box 5599, Seoul. WTD in prep.

Farm machinery

35221—PHILIPPINES—Small farm tractors not more than 5 hp., other agricultural implements. Asian-American Products, Attn: L. G. Barcelo, Foreign Dept. (dist., agent, retailer), 1203 E. de los Santos Ave., Quezon City, P.O. Box 141, Quezon City D-504. WTD in prep.

35227—SWEDEN — Snowblowers, blowing capacity 30 meters, to be mounted on truck. Kommunal-Maskiner AB (importer, agent, engineering), 15 Vartavagen, S-115 28 Stockholm. WTD 5/71.

35228 — BRAZIL — Dehydrating equipment for alfalfa. Serviplan Planejamento e Assessoria Ltda. (importer, agent), Rua Peixoto Gomide 996, cj. 230, ZP-5, Sao Paulo, SP. WTD 4/71.

Construction, mining, materials handling machinery, equipment

35319—PORTUGAL — Parts, accessories for motor graders, scrapers, other road construction machinery. Acel-Auto Acessorios, Lda. (importer, agent), Rua Rebelo da Silva 4-A, Lisbon 1. WTD in prep.

35319—SWEDEN — Ground maintenance machinery, equipment for airports especially; parks, etc. Kommunal-Maskiner AB (importer, agent, engineering), 15 Vartavagen, S-115 28 Stockholm. WTD 5/71.

Metalworking machinery

35410—ENGLAND—Gear cutting, transfer, keyseating machines; lathes. Mulhead Ltd., Attn: P. A. Moir, Man. Dir. (mfr.), Wellfield Rd., Hatfield, Herts. WTD in prep.

35410 — SWITZERLAND — Small metal cutting machine tools. Hans Walther AG, Attn: Mr. Walther (dist., agent), Waldheimstrasse 5, 3052 Zollikofen. WTD in prep.

35480—GERMANY — Medium and heavy duty metal working machinery, formers, grinders, cutters. Joe Hauf, Industrie-Vertretungen (agent), 18 Wilhelm-Raabe-Str., Duesseldorf. WTD 1/71.

35482 — SWITZERLAND — All kinds of metal working hand tools especially for metal cutting. Hans Walther AG, Attn: Mr. Walther (dist., agent), Waldheimstrasse 5, 3052 Zollikofen. WTD in prep.

35484—GERMANY—Automobile maintenance equipment. Leo Chavier (importer, dist.), 226 Eickener Strasse, 405 Moenchengladbach. WTD 4/71.

Special industry machinery

35511—VENEZUELA—Milk cooler tanks, cheese making machinery. DIMA, S.A., Attn: L. Minderop (importer, dist., agent), Apartado 2383, Avda. Leonardo Ruiz Pineda N°45, San Augustin del Sur, Caracas. WTD in prep.

General industrial machinery

35610—ENGLAND — Cryogenic pumps; centrifugal and reciprocating pumps; submersible pumps and submersible multistage pumps. Wallsend Slipway & Engineering Co. Ltd., Attn: R. W. Bell, London Mgr. (dist., mfr., exporter), Cosmos House, 1 Bromley Common, Bromley, Kent. WTD in prep.

35641 — NEW ZEALAND — Ventilating fans: 24" 940 rpm, ring mount; with single phase, 50-cycle, 230-250 volt, one hp. motors. G. M. Barlow Electronics Ltd., Attn: Technical Dir. (manufacturer, agent), P.O. Box 902, Palmerston North. WTD in prep.

Office, computing, accounting machines

35760 — DENMARK — Electronic check weighers. Knud Grundtvig A/S (importer, dist., agent), 32 Syrefabriksvej, DK-2770 Kastrup. WTD 4/71.

Service industry machines

35857—SWEDEN—Air conditioners for trucks, automobiles driven by vehicle's engine. AB Kranlyft (importer, dist., agent), Box 17028, S-402 61 Goteborg 17. WTD 4/71.

35892—NETHERLANDS — Water treating equipment; steam cleaners; butterwash equipment for vessel cleaning. Excelsum N.V., Attn: F. M. de Vries (importer, agent), Stichts End 94, Ankeveen. WTD in prep.

Electric lighting, wiring equipment

36430—GERMANY—Plugs. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Str., 533 Koenigswinter. WTD 2/71.

Radio, television receiving sets

36515 — CANADA — Public address systems; nurse call systems; school sound systems. Barvic Electronic Communications Ltd. (importer, distributor, mfr.), 909 Beach Ave., Vancouver, B.C. WTD in prep.

36515 — FINLAND — Amplifiers, loudspeakers, other audio equipment. Ohjelma Oy Finnestrad, Attn: Eero Vallila, Man. Dir. (importer, dist., retailer), Fredrikinkatu 30 A, Helsinki 12. WTD 4/71.

36520 — FINLAND — Recording tape blanks and tapes with prerecorded music. Ohjelma Oy Finnestrad, Attn: Eero Vallila, Man. Dir. (importer, dist., retailer), Fredrikinkatu 30 A, Helsinki 12. WTD 4/71.

Electric components, accessories

36730—GERMANY — Tubes. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Str., 533 Koenigswinter. WTD 2/71.

36741—GERMANY—Integrated circuits. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Str., 533 Koenigswinter. WTD 2/71.

36742—GERMANY—Transistors. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Strasse, 533 Koenigswinter. WTD 2/71.

36743—GERMANY—Diodes. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Strasse, 533 Koenigswinter. WTD 2/71.

36790 — SWEDEN — Electronic components, subsystems, power supplies. Integrerad Elektronik AB (importer, agent, exporter), Box 14062, S-104 40 Stockholm 14. WTD 5/71.

36792—GERMANY — Condensers. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Str., 533 Koenigswinter. WTD 2/71.

36793 — GERMANY — Resistors. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlaeger Elektronik Bauelemente (dist.), 120 Heisterbacher Str., 533 Koenigswinter. WTD 2/71.

36795 — GERMANY — Switches. Prices c.i.f. Hamburg or Bremen. Fred Trommeschlager Elektronik Bauelemente (dist.), 120 Heisterbacher Str., 533 Koenigswinter. WTD 2/71.

Motor vehicles, equipment

37141—BRAZIL—Replacement parts, accessories for automobiles, trucks. Serviplan Planejamento e Assessoria Ltda. (importer, agent), Rua Peixoto Gomide 996, cj. 230, ZP-5, Sao Paulo, SP. WTD 4/71.

37141—GERMANY—Automobile parts, accessories only. Leo Chavier (importer, dist.), 226 Eickener Strasse, 405 Moenchengladbach. WTD 4/71.

37141—PORTUGAL — Parts, accessories for rebuilding, repairing Jeep, GM motors or vehicles. Acel-Auto Acessorios Lda. (importer, agent), Rua Rebelo da Silva, 4-A Lisbon 1. WTD in prep.

Ship building, repairing

37313—BRAZIL—Fishing trawlers. Serviplan Planejamento e Assessoria Ltda. (importer, agent), Rua Peixoto Gomide 996, cj. 230, ZP5, Sao Paulo, SP. WTD 4/71.

37313 — NETHERLANDS — Catamaran type yachts. Exclusive sales for Common Market countries. Jongkind Sails N.V. (importer, dist., agent), P.O. Box 74, Uiterweg 184, Aalsmeer. WTD in prep.

Engineering, laboratory, scientific, research instruments

38110—CANADA — Marine instrumentation; oil & petroleum test instrumentation. Exclusive agency. Instrument Service Laboratories Ltd. (importer, dist., mfr.), 29 W. Broadway, Vancouver, B.C. WTD in prep.

38110—IRAN—Complete line of laboratory equipment. Elm Now Co. (importer, dist., agent), P.O. Box 1656, Tehran. WTD 8/70.

Instruments for measuring, controlling, indicating physical characteristics

38210—CANADA—Pollution control instrumentation for testing; moisture testers. Instrument Service Laboratories Ltd. (importer, dist., mfr.), 29 W. Broadway, Vancouver, B.C. WTD in prep.

Surgical, medical, dental instruments

38410—AUSTRIA—Disposable hypodermic syringes; disposable hypodermic needles; scalpels, catheters; low-priced items for hospital use. HA-SE Import-Export GmbH (importer, agent, exporter), Mariannengasse 30, A-1090 Vienna. WTD 4/71.

38410—BRAZIL—All types of medical, hospital, surgical equipment, except furniture; miscellaneous catheters of special interest. Joint venture proposals, at later stage, will be considered. Requests offers from mfr. only. Rossifil Industria de Produtos Plasticos Ltda. (mfr.), Rua dos Campineiros 222, Mooca, Sao Paulo, SP. WTD 3/71.

38410—CANADA—New lines in medical instrumentation. Exclusive agency. Instrument Service Laboratories Ltd. (importer, dist., mfr.), 29 W. Broadway, Vancouver, B.C. WTD in prep.

38410—FINLAND—Ultrasonic diagnostic instruments with registering units for obstetrics; ultrasonic wetting apparatus; gynecological vacuum extractors; stethoscopes; blood pressure measuring apparatus; surgical instruments for otology, neurosurgery, gynecology, urology; pacemakers for implantation in heart patients. Meditekniikka Oy, Attn: Rolf Jakobsson, Man. Dir. (importer, dist.), Urheilukatu 50, Helsinki 25. WTD 4/71.

38421—BRAZIL—All types of medical, hospital, surgical appliances, supplies, except dressings; miscellaneous catheters of special interest. Joint venture proposals, at later stage, will be considered. Requests offers from mfr. only. Rossifil Industria de Produtos Plasticos Ltda. (mfr.), Rua dos Campineiros 222, Mooca, Sao Paulo, SP. WTD 3/71.

Other Foreign Official Tenders

EL SALVADOR — Comision Ejecutiva Hidroelectrica del Rio Lempa (CEL), issued an invitation to prequalify and tender on Invitation No. 365, a project involving construction of 115 km. of 115-KV steel tower transmission line between San Rafael Cedros and San Miguel. Also, the supply of substation steel structures and certain other substation equipment. IDA financing. To prequalify, submit the following information as soon as possible to the Harza Engineering Co., 150 South Wacker Dr., Chicago, Ill. 60606: 1) experience record in construction of similar steel tower transmission lines; 2) financial statement; 3) plant and organization description; 4) bank references; 5) other pertinent information. Contract Documents 581-1, containing specifications will be available through Harza. Bids opened June 30. No deadline for prequalifying. Bids will be opened at CEL, 17 Avenida Norte y 9a Calle Poniento, Centro de Govi Gobierno, San Salvador.

LIBYA—The Government of Libya seeks contractors to register to tender for the construction of a new main runway, roads leading to navigational facilities, and the execution of other works at the new Tripoli International Airport. The conditions of this project are: 1) tenderers must be international or registered as first class contractors; 2) specifications, quantity lists, appendix, drawings and instructions are available from the Civil Aviation & Meteorological Dept., 1st of September St., Tripoli, for $560; 3) tenders must be submitted in duplicate on the standard form attached to the tender's documents and accompanied by an initial guarantee of $140,000. Tender No. 1339. The bid deadline is July 19. Libya earlier announced a tender for the construction of a terminal building and related works; Tender No. 1332.

Future Construction Abroad

ARGENTINA—Hierro Patagonico de Sierra Grande Sociedad Anonima Minera, Billinghurst 2447, Piso 1°, Buenos Aires, a Government-owned corporation in charge of the Sierra Grande iron ore deposits, invites turnkey contractors to submit qualifications for the construction, installation, supply of equipment and start-up of a **2 million-ton-per-year pelletizing plant**, which will be built in Punta Colorada, Province of Rio Negro.

CANADA—**Renovation program for 79 drug stores**, amounting to $2 million, recently began in Vancouver and the lower mainland of British Columbia. Improvements center on the conversion of 79 Cunningham drug stores to the "Shoppers Drug Mart," owned by Koffler Stores (BC) Ltd., Vancouver. Completion of the project is scheduled for October. All inquiries about bidding on fixtures and other equipment and supplies should be sent to: Sam Diamond, Dir. of Planning & Development, Koffler Stores (BC) Ltd., 6780 E. Broadway, Vancouver.

CANADA — Construction of a $300,000 **commercial complex**, which will contain a bank, restaurant, and a two-story office building in a 6,000 sq. ft. area, is scheduled to commence soon. The project should be completed by November. U.S. firms may bid on supplies and equipment. Write to: David Lee, Professional Engineer, Stevenson Construction Co., Ltd., 2095 W. 45th St., Vancouver, B.C.

FRANCE — American Loew's/German Neue Heimat Int'l/French Manera, S.A., have signed an agreement with the Monegasque Government to build a multi-million dollar four star de luxe **hotel complex in Monaco**. Work is scheduled to begin in December. Hotel site is between Grand Casino and Mediterranean. Contact: Robert Tisch, Loew's Corp., and Robert Fouillet, Manera S.A.

SPAIN—Bidders are sought for the **construction and operation of a major dry cargo port** to be located on the Ria de Arosa estuary in the province of Pontevedra.

SWITZERLAND—Zurich plans to **construct a 6-lane traffic tunnel under the Lake of Zurich**, linking Wollishofen, the southern end of the city on the west bank, with Zollikon, east bank. The project is expected to cost over 100 million Swiss Francs. Tenders may be offered as early as 1972. The project office for the City of Zurich is: Tiefbauamt der Stadt Zurich, Werdmuehleplatz 3, 8001 Zurich. Attn: Sandor Szabo, Project Manager-Seetunnel. The project study was performed by that office.

THAILAND—The Traffic Police Div. of the Thai Police Dept. has awarded a $100,000 **traffic light installation contract** to the Anglo-Thai Engineering Co., Ltd., Bangkok. Interest has been expressed for the following items: traffic controllers, 2, 3, 4, phase, solid state; traffic sign heads; tungsten halogen lamps, with sockets, 12 volt and 50 watt; portable traffic lights and traffic signs. American suppliers should send catalogs and offers, with prices and delivery terms to: Anglo-Thai Engineering Co., Ltd., Traffic Light Dept., 137 Wireless Rd., Bangkok. Attn: Aree Ratanaruang, Dept. Mgr.

THAILAND—The Chulalongkorn Hospital is planning a 12-story building to house **surgery facilities**. Suppliers of surgical equipment should write: Dr. Chalia Vajarapuk, Chief, Surgical Dept., Chulalongkorn Hospital, 4 Rama Rd., Bangkok.

THAILAND—The United Nations General Assembly selected Bangkok as the permanent **headquarters of the United Nations Economic Commission for Asia and the Far East (ECAFE)** and approved the construction in Bangkok of a new headquarters at a total cost of $7.6 million. Write to: H. P. T. Willis, Chief of Conference & General Services Section, Div. of Administration, ECAFE, Sala Santitham, Rajdamnern Rd., Bangkok. The designing architect is: Duang Yossoonthorn, Chief of Plans Div., Dept. of Public & Municipal Works, Panfa Bridge, Rajdamnern Rd., Bangkok.

TUNISIA—The "Societe Nationale d'Exploitation et de Distribution des Eaux de Tunisie" (National Water Supply Company) SONEDE, 23 rue du Docteur Braquehaye, Tunis, intends to issue 12 international calls for bids by December 31 for various **drinking water supply and distribution projects.**

Rules For Bidding To YPFB In Bolivia, On MIB Projects In Korea Now Available

The standard form used as a guide for U.S. firms interested in submitting bids to the Bolivian state petroleum company Yacimientos Petroliferos Fiscales Bolivianos (YPFB), and the general conditions, terms and provisions for bidding on Asian Development Bank financed tenders in Korea under the Medium Industry Bank's control are now available.

Copies of this information may be obtained from the Business Opportunities Staff, 580-BOS, Department of Commerce, Washington, D.C. 20230 (202-967-4674). Review copies may be seen at any of the Department's Field Offices.

New Trade Lists

The Bureau of International Commerce published the following Trade Lists. Copies may be obtained by firms domiciled in the United States from BIC-924-TL, Department of Commerce, Washington, D.C. 20230, and from Commerce Field Offices. The price is $1 per list for each separate country.

Colombia

No. *Title*

01000—Farm, forestry, fishery products; mining companies
20000—Food, kindred products; tobacco, tobacco products
22000—Textile industry
23000—Apparel, accessories; miscellaneous fabricated textile products; personal leather products
24000—Lumber, wood products; furniture, fixtures
26000—Pulp, paper, paperboard mill products; converted paper, paperboard products; building paper, boards; printing, publishing industries
28100—Industrial chemicals
28200—Plastics materials, synthetics; plastic products
28300—Drugs; soap, cleaners, toilet goods
28500—Paints, allied products; gum, wood chemicals
28700—Agricultural chemicals; miscellaneous chemical products
29000—Petroleum, petroleum products
30000—Rubber, rubber products; leather, leather products (except footwear, personal leather goods, tires, inner tubes)
32000—Stone, clay, glass products
33000—Primary metal, metal products, ferrous, nonferrous
34000—Fabricated metal products
35100—Engines, turbines
35200—Farm machinery, equipment; construction, mining, materials handling machinery, equipment
35400—Machine tools; special dies, tools, jigs, fixtures, industrial molds; machine tool accessories; other metalworking machinery
35500—Food products machinery; miscellaneous special industrial machinery, nonelectrical
35520—Textile industry machinery; woodworking, paper, printing industries machinery
35600—General industrial machinery, equipment, nonelectrical
35700—Office, computing, accounting machines; service industry machinery, miscellaneous nonelectrical machinery
36000—Electrical machinery, equipment, supplies
37000—Transportation equipment, parts, accessories (including tires, inner tubes)
38000—Professional, scientific instruments, controlling devices; photographic equipment, supplies; watches, clocks; jewelry, silverware, plated ware
39000—Musical instruments; toys, amusements, sporting, athletic goods; office, artists' materials; costume jewelry; novelties, notions; miscellaneous manufactured products

United Kingdom

No. *Title*

01000 Farm, forestry, fishery products, mining companies
20000 Food, kindred products; tobacco, tobacco products
22000 Textile industry
23000 Apparel, accessories; miscellaneous fabricated textile products; personal leather products
24000 Lumber, wood products
25000 Furniture, fixtures
26000 Pulp, paper, paperboard mill products; converted paper, paperboard products; building paper, boards
27000 Printing, publishing industries
28100 Industrial chemicals
28200 Plastics materials, synthetics
28300 Drugs
28400 Soap, cleaners, toilet goods
28500 Paints, allied products; gum, wood chemicals
28700 Agricultural chemicals; miscellaneous chemical products
29000 Petroleum, petroleum products
30000 Rubber, rubber products; leather, leather products
30700 Plastic products
32000 Stone, clay, glass products
33000 Primary metals, metal products, ferrous, nonferrous
34100 Metal cans; cutlery, hand tools, general hardware
34300 Heating apparatus (except electric), plumbing fixtures
34400 Fabricated structural metal products
34500 Industrial fasteners; metal stampings
34700 Miscellaneous fabricated metal products
35100 Engines, turbines
35200 Farm machinery, equipment
35300 Construction, mining, materials handling machinery, equipment
35400 Machine tools; special dies, tools, jigs, fixtures, industrial molds; machine tool accessories; other metalworking machinery
35500 Food products machinery; miscellaneous special industrial machinery, nonelectrical
35520 Textile industry machinery; woodworking, paper, printing industries machinery
35600 General industrial machinery, equipment, nonelectrical
35700 Office, computing, accounting machines
35800 Service industry machinery, miscellaneous nonelectrical machinery
36100 Electrical test, distributing equipment; electrical industrial apparatus (includes motors, generators, industrial controls, welding equipment, carbon, graphite products, capacitors, rectifying apparatus, etc.)
36300 Household appliances; electronic equipment for home entertainment; phonograph records, tapes
36400 Electric lighting, wiring equipment
36600 Commercial, industrial, military communication equipment
36700 Electronic components, accessories
36900 Miscellaneous electrical equipment, supplies
37100 Automotive vehicles, parts, accessories (includes auto repair shops)
37200 Transportation equipment, parts (except automotive)
38100 Professional, scientific instruments, controlling devices
38600 Photographic equipment, supplies; watches, clocks; jewelry, silverware, plated ware
39300 Musical instruments; toys, amusements, athletic goods
39500 Pens, pencils, other office, artists' materials; costume jewelry; novelties, notions; miscellaneous manufactured products

Visiting Buyers And Officials

ARGENTINA—Adolfo Iglesias, representing Adolfo Iglesias y Asociados S.A. de M.S., Alsina 1476, 9° Piso, Buenos Aires, **interested in petroleum, gas and petrochemical equipment on direct purchase, agency, services and licensee basis and requesting technical information on one piece liners, tube barrels, stainless steel manufacturers.** May 5 via Los Angeles for 1 mo. c/o BMW Monarch Corp., P.O. Box 108, Gardena, Calif. 90248. Itinerary: Los Angeles, Houston, Tulsa, Oklahoma; Dallas and Wichita Falls, Tex.; Chicago, Ill.; New York, N.Y. WTD in prep.

GERMANY—Manfred Breuhan, Helios Chem. techn. Laboratorium Fritz Breuhan-HELIOS-CHEMIE, 3001 Anderten near Hannover, 1-3 Muehlenweg, **interested in manufacturers and firms engaged in putty, glue, paints, lacquers, sealing, fillers, varnishes, cosmetics to discuss possible joint venture licensing agreements, business contacts, patent exploitation.** End of May via New York for 2-3 weeks. c/o Commerce Field Offices en route. Itinerary: Buffalo, Washington, D.C., Philadelphia, New York. WTD 4/71.

ITALY—Francesco Delli Santi Cimaglia, representing Movie Matic S.r.l., Via Giovani da Procida 5, Milan, **interested in representing makers of movie projectors which show both 16 mm. and super-8 films and which show all three 16 mm., super-8 and 35 mm. films with incorporated screen, continuous cycle; also one-seat helicopters.** May 20 via New York for 3 weeks. c/o Rochat, 80 Park Ave., New York, N.Y. 10016. Itinerary: New York, Hartford, Conn., Mineola, N.Y. WTD 5/69 under revision.

International Business Reports

European Business Law. **By G. A. Zaphiriou. 264pp. $9.**

The author is an English-trained barrister who is a member of the Athens Bar and a Visiting Lecturer in European Law at the City of London Polytechnic. His book provides an overview of the historical background of major European legal systems and those patterned after them, and discusses the principal branches of business law, with particular emphasis on contracts, agency, taxation, patents and trademarks, unfair competition and anti-trust legislation.

Write. Sweet & Maxwell Ltd., 11 New Fetter Lane, London, England C.4.

Taiwan as a Market for Manufactured Products from Developing Countries. **International Trade Center, UNCTAD/GATT, Geneva. 408pp. $3.**

Is there a potential market for your type of product in Taiwan? If so, what is the size of this market? What are the various import duties and taxes applicable? What competition would your product meet from local sources as well as imported sources? Are there any special regulations or specifications concerning your type of product? How could you best enter the market? This report is designed to answer these and other basic questions for new exporters to Taiwan.

Write: UNIPUB, Inc., P.O. Box 433, New York, N.Y. 10016.

U.S. International Business and Governments. **By Jack N. Behrman. 244pp. $5.95.**

A review of the ways U.S. business communicates on foreign economic and business matters with its own government as well as governments abroad. The author discusses the impact of foreign-owned companies on host governments and the dialogue between governments and the local affiliates of U.S. companies. He also treats the relationship of U.S. internationally oriented business to the foreign economic policies of the U.S. Government.

Write: McGraw-Hill, 330 W. 42nd St., New York, N.Y. 10036.

Planning for Development in Libya. **By Rawle Farley. 349pp. $18.50.**

Capital scarcity conventionally distinguishes the underdeveloped economy; in the developing world, the capital-surplus economy of oil-rich Libya has been an exception. This detailed study analyzes the impact of petroleum on key sectors of the Libyan economy, as well as on general growth, the evolution of development planning machinery, the structure of the banking system, international economic relations, and social welfare.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Asia Marketing Guide. **Published by Pan American World Airways. 28 pp. Free.**

What marketing area's nations have a total gross national product of about $200 billion; total imports valued close to $20 billion; and a potential consumer market of one-quarter of all mankind?

The answer is Asia, and in its recently published Asia Marketing Guide, Pan American World Airways outlines trade possibilities in 12 of the area's countries. The Guide gives marketing data such as exports and imports, the economic climate, principal trading countries, industries, warehousing and transportation, and potential business opportunities.

Write: Pan American World Airways, Pan Am Building, New York, N.Y. 10017, or pick up a copy at any Pan Am sales office.

Calendar For World Traders

June 2—Seattle—Meeting on banking and insurance for exporters, Field Office, Federal Bldg., 10 a.m.

June 3—Memphis—Annual meeting of Mid-South Exporters' Roundtable, Embers Restaurant.

June 3—New York—Monthly luncheon meeting of International Industrial Marketing Club, Chemists' Club, 11:45.

June 4 — Meadville, Pa. — All-day business development conference, Holiday Inn, 9 a.m.

June 10—Atlanta—Export seminar, Field Office, 10 a.m.

June 10—Phoenix—Export workshop, Field Office, 10 a.m.-noon.

June 14—Ann Arbor—Seminar on how Eximbank and FCIA help smaller exporters, Inn America, 1:30-8 p.m. Sponsors: Detroit Field Office, Michigan Dept. of Commerce.

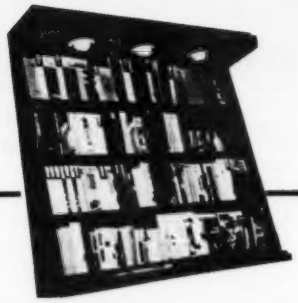
June 15—Grand Rapids—Seminar on how Eximbank and FCIA help smaller exporters, Swiss Chalet, 1:30-8 p.m. Sponsors: Detroit Field Office, Michigan Dept of Commerce.

June 15—New York—International Conference of the international organization of scrap processors, Waldorf-Astoria.

June 17—Kalamazoo—Seminar on how Eximbank and FCIA help smaller exporters, Holiday Inn Expressway, 1:30-8 p.m. Sponsors: Detroit Field Office, Michigan Dept. of Commerce.

June 18—Bay City, Mich.—Seminar on how Eximbank and FCIA help smaller exporters, Holiday Inn, 1:30-8 p.m. Sponsors: Detroit Field Office, Michigan Dept. of Commerce.

June 23—Grand Rapids, Mich.—Census Users Conference. For information contact David E. Multack, 412 McKay Tower, Grand Rapids, Mich, 49502. Phone: 616-456-4757.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

DOMESTIC AND INTERNATIONAL BUSINESS

Marketing information guide. A monthly annotated bibliography. May 1971. Vol. 18, No. 5. Annual subscription $4.50 ($1.25 additional for foreign mailing). Single copy 40¢.

Bureau of Domestic Commerce

Authorized construction—San Francisco Bay Area: March 1971 (SF—C-). 6pp.
Containers and packaging. Quarterly industry report. April 1971. Vol. 24, No. 1. Annual subscription $1 (25¢ more for foreign mailing). Single copy 25¢.

Bureau of International Commerce

Foreign Economic Trends. Annual subscription $15 ($6 additional for foreign mailing). Single copy 10¢.
Canada (ET 71-023). 12pp.
Fiji (ET 71-024). 12pp.
Israel (ET 71-025). 12pp.
Ireland (ET 71-026). 8pp.
Upper Volta (ET 71-027). 12pp.
Saudi Arabia (ET 71-028). 12pp.
Peru (ET 71-030). 12pp.
Dominican Republic (ET 71-031). 8pp.
Singapore (ET 71-032). 12pp.
Burundi (ET 71-033). 12pp.
Belgium (ET 71-034). 12pp.
Trinidad and Tobago (ET 71-035). 8pp.
Italy (ET 71-036). 12pp.
Colombia (ET 71-037). 8pp.

International Marketing Information Service

Exhibitor's Export Market Guides

Surge in demand hikes sales outlook in Italy for U.S. business equipment (IMIS 71-008). 8pp. 10¢.
Mexico offers excellent market to all U.S. packaging equipment manufacturers (IMIS 71-012). 6pp. 10¢.
Scandinavian machinery, vehicles manufacturers need U.S. controls, components, parts (IMIS 71-013). 16pp. 10¢.
West German market for electro-optics equipment shows high growth rate (IMIS 71-015). 8pp. 10¢.
Refrigeration exhibition offers U.S. firms sales opportunities in France (IMIS 71-016). 4pp. 10¢.

World Markets for U.S. Exports

Industrial & scientific instruments—Taiwan (IMIS 71-201). 12pp. 10¢.

ECONOMIC AFFAIRS

Bureau of the Census

Business Conditions Digest. Data through March. April 1971. Series ES1 No. 71-4. Annual subscription, including supplements, $15 ($3.75 more for foreign mailing). Single copy $1.50. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.
Defense Indicators. April 1971. Series ES4 No. 71-4. Annual subscription $3.50 ($1 more for foreign mailing). This monthly report brings together the principal time series on defense activity which influence short-term changes in the national economy.

Districts of the 92nd Congress:
Arkansas (CDD-92-3). 4pp. 25¢.
California (CDD-92-4). 20pp. 50¢.
Georgia (CDD-92-8). 8pp. 25¢.
Idaho (CDD-92-10). 4pp. 25¢.
Iowa (CDD-92-13). 4pp. 25¢.
Kansas (CDD-92-14). 8pp. 25¢.
Maine (CDD-92-17). 4pp. 25¢
Maryland (CDD-92-18). 8pp. 25¢.
Massachusetts (CDD-92-19). 12pp. 25¢.
Michigan (CDD-92-20). 8pp. 25c.
Minnesota (CDD-92-21). 4pp. 25¢.
Nebraska (CDD-92-25). 4pp. 25¢.
North Carolina (CDD-92-30). 8pp. 25¢.
South Carolina (CDD-92-38). 4pp. 25¢.
Texas (CDD-92-40). 12pp. 25¢.
Virginia (CDD-92-42). 8pp. 25¢.
West Virginia (CDD-92-44). 4pp. 25¢.
Alaska, Delaware, Nevada, Vermont and Wyoming (CDD-92-46). 8pp. 25¢.

Construction and Housing

Residential alterations and repairs—expenditures on residential additions, alterations, maintenance and repairs, and replacements (C50-69A). 50¢. 1969 annual report; Part 2: One housing unit owner-occupied properties.
Housing authorized by building permits and public contracts (C40-70S). Series C40, price $11 per year, $2.75 more for foreign mailing; single copy (annual) $2.75; single copy (monthly) 70¢, and supplement 10¢.
Housing starts: March 1971 (C20-71-3). Annual subscription $1.50. Single copy 15¢.
Housing completions: January 1971 (C22-71-1). Annual subscription $1. Single copy 10¢. Issued jointly by U.S. Departments of Commerce and Housing and Urban Development.
Housing authorized by building permits and public contracts: February 1971 (C40-71-2). Series C40, price $11 per year; $2.75 more for foreign mailing; single copy (annual), $2.75; single copy (monthly), 70¢.
General Housing Characteristics — Advance Reports:
Georgia (HC(V1)-12). 27pp. 30¢.
United States (HC(V1)-1). 12pp. 30¢.

Distribution and Services

Weekly retail sales. Estimated sales of U.S. retail stores, week ending May 1 (CB 71-324). 2pp. 10¢.
Weekly retail sales. Estimated sales of U.S. retail stores, week ending May 8 (CB 71-327). 2pp. 10¢.
Monthly retail trade—sales and accounts receivable: February 1971 (BR-71-2). 25¢.
Weekly retail sales—final weekly sales estimates: 1967 through 1970 (BR10-70S). 9pp. 10¢.

1967 Census of Business

Major retail centers—Arkansas—(BC67-MRC-4). April 1971. Contains revised tables.
Retail trade—Gasoline service stations and liquefied petroleum (LP) gas dealers (BC67-RS7). April 1971. Contains revised pages IV, 7-9, 7-15, and 7-16.

Foreign Trade

Imports—commodity by country: January 1971 (FT 135-71-1). Annual subscription $21 ($5.25 more for foreign mailing). Single issue $1.75.
Exports—commodity by country: January 1971 (FT 410-71-1). Annual subscription $33 ($8.25 more for foreign mailing). Single copy $2.75.
Highlights of exports and imports: March 1971 (FT 990-71-3). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

Industry

Industrial gases—summary for 1970 (preliminary) (Series: M28C(70)-13). 2pp. 15¢ per copy; $1.50 per year.
Typewriters—summary for 1970 (revised to include Table 2B) (Series: M35C (70)-14). 6pp. 15¢ per copy; $1.75 per year.
Inorganic chemicals—summary for 1970 (Series: M28A(70)-13). 15¢ per copy; $1.50 per year.
Shipments of selected plastics products: 1969 (Series: MA-30D(69)-1). 8pp. 25¢.

1967 Census of Manufactures

Water use in manufacturing (MC67(1)-7). 370pp. $2.75.

1967 Census of Population and Housing

General Demographic Trends for Metropolitan Areas, 1960 to 1970—Final Reports
Alaska (PHC(2)-3). 16pp. 10¢.
Arizona (PHC(2)-4). 24pp. 20¢.
Hawaii (PHC(2)-13). 20pp. 15¢.
Maine (PHC(2)-21). 28pp. 20¢.
South Dakota (PHC(2)-43). 24pp. 15¢.
Utah (PHC(2)-46). 28pp. 25¢.

Number of Inhabitants

Nevada (PC(1)-A30). 32pp. 40¢.
New Hampshire (PC(1)-A31). 31pp. 40¢.
South Dakota (PC(1)-A43). 47pp. 45¢.

Population Characteristics

Characteristics of the population by ethnic origin: November 1969 (Series P-20, No. 221). 33pp. 40¢.

ECONOMIC DEVELOPMENT

Economic Development. May 1971. Vol. 8, No. 5. Annual subscription $1 (50¢ more for foreign mailing). Single copy 15¢.

SCIENCE AND TECHNOLOGY

National Oceanic and Atmospheric Administration

Earthquake information bulletin. March-April 1971. Vol. 3, No. 2. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 30¢.

Environmental Data Service

Monthly climatic data for the world. These publications are sponsored by the World Meteorological Organization in cooperation with the United States National Oceanic and Atmospheric Administration, in accordance with Resolution 27 of the Second World Meteorological Congress. It is based on a collection of climatic data for selected stations prepared by Members of WMO for monthly exchange through international communications facilities. Annual subscription $2.75 ($1 additional for foreign mailing. Single copy 25¢.

October 1970. Volume 23, No. 10. 1971.

November 1970. Volume 23, No. 11. 1971.

National Ocean Survey

Preliminary determination of epicenters. Monthly listings. Annual subscription $1.50 (50¢ more for foreign mailing). These reports list the approximate locations of earthquakes anywhere in the world, with origin, time, latitude, region of occurrence, depth, magnitude, and, when available, comments on damage and casualties and miscellaneous information:

December 1970. 11pp. 15¢.

January 1971. 12pp. 15¢.

National Bureau of Standards

An index of U.S. voluntary engineering standards (Spec. Publ. 329). March 1971. 1,000pp. $9. This computer-produced Index contains the permuted titles of more than 19,000 voluntary engineering and related standards, specifications, test methods, and recommended practices, in effect as of Dec. 31, 1969.

Voluntary Product Standards:

Clinical thermometers (maximum-self-registering, mercury-in-glass) (Prod. Stand. 39-70). 12pp. 15¢. Covers the requirements and methods of testing the types commonly used for measuring body temperatures, such as oral and rectal types in both regular and basal temperature scales.

School chalk (PS 30-70). 14pp. 15¢. This standard provides requirements for the dimensions, material, breaking strength, characteristics, toxicity, workmanship, and chrom. (as applicable) for six types and several classes and grades of school chalk.

Steel bi-fold closet door units, frames, and trim (PS 38-70). 12pp. 15¢. Covers sizes, types, materials, construction, hardware, and finishing of steel bi-fold closet door units and frames intended to be stock items not subject to variations according to the customer's special requirements. Methods of marking and labeling are included, so that products which comply with the standard may be clearly identified.

Package quantities of green olives (PS 40-70). May 1971. 9pp. 10¢. Covers a range of package quantities that are recommended for green olives and establishes specific packaging requirements in terms of net drained weight. Methods of labeling products which comply with this Standard are provided.

Accurate characterization of the high-pressure environment (Spec. Publ. 326). 343pp. $4.50. This volume contains 38 papers prepared for the Symposium on Accurate Characterization of the High-Pressure Environment held Oct. 14-18, 1968, at Gaithersburg, Maryland, under the sponsorship of the National Bureau of Standards and the Geophysical Laboratory of the Carnegie Institution of Washington.

Proceedings of joint meeting of Government operations research users and producers (Spec. Publ. 347). 164pp. $1.25.

Uranium isotopic standard reference materials (Spec. Publ. 260-27). 162pp. $1.25. Describes the work by the Analytical Mass Spectrometry Section on the development and characterization of standard reference materials for the isotopic composition of uranium.

National Technical Information Service

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢), unless otherwise specified.

Proceedings of the 1971 Carnahan conference on electronic crime countermeasures (PB-198 324). Univ. of Kentucky, Lexington. 182pp.

ADP documentation handbook (PB-198 085). Social and Rehabilitation Services, HEW, Washington, D.C. 186pp. An aid to welfare program administrators, project leaders, and other personnel who use ADP equipment in administration of public assistance programs.

A program for continuous renewal of our cities and metropolitan regions—a design for improved management, decision-making and action (PB-198 008). Iowa State Univ., Ames. 235 pp. Discusses shortcomings in the renewal process, and development of a continuous renewal process.

Selected technical spin-offs from the space program (AD-722 090). Air War College. Maxwell AFB, Ala. Describes NASA's Technology Utilization Program and some of its many spin-offs.

Aviation forecasts, fiscal years 1971—82 (AD-721 534). Federal Aviation Admin., Washington, D.C. 53pp. Presents highlights of fiscal year 1970 and forecasts concerning aviation industry, FAA air traffic activity, and number of active pilots.

Development of particulate emissions control techniques for spark ignition engines. By IIT Research Institute, Chicago, for the Environmental Protection Agency. 98pp. Discusses a technique based on thermal deposition of lead aerosol particles in the size range 0.1-0.8 micron in a packed bed and a technique based on use of sonic waves to increase collisions between aerosol particles and the relatively coarse particles of a fluidized bed.

Nuclear reactors built, being built, or planned (TID-8200 [REV 23]). Div. of Technical Information Extension, AEC, Oak Ridge, Tenn. 39pp. Presents information about facilities built, being built, or planned in the United States for domestic use or export as of Dec. 31, 1970, which are capable of sustaining a nuclear chain reaction.

Survey of thermal research programs sponsored by Federal, State, and private agencies (1970) (ORNL-4645). Oak Ridge National Lab., Oak Ridge, Tenn., for AEC. 50pp. Tabulates projects in the following categories: (1) productive uses, (2) bio-effects, (3) limnological effects, (4) combination and general, (5) cycling towers, (6) modeling, (7) ecological surveys, (8) temperature and physical surveys, (9) general surveys.

Polyester and belted tire road test evaluations, Vol. I: Summary report (PB-197 691). By Nevada Automotive Test Center for National Highway Safety Bureau. 81pp. Evaluates selected polyester, belted and control tires to determine their operational safety characteristics in terms of speed, load, inflation and impact.

Extraterrestrial civilizations: problems of interstellar communication (N71-14753). Translated from the Russian for NASA and the National Science Foundation. 271 pp. Discusses the astrophysical aspect of the search for signals from civilizations in outer space, effect of the space medium on propagation of radio signals, possibility of radio communication with extraterrestrial civilizations, methods of message decoding and some general topics on the problem of extraterrestrial civilizations.

Estimating population exposure to selected metals: manganese (PB-195 834). Research Triangle Institute, N.C. for the National Institute of Environmental Health Sciences. 66pp. Covers the exposure of groups occupationally exposed to manganese, and exposure of the general population to manganese via air, food and water. Includes selected abstracts on chronic poisoning, occupational exposure and biological effects.

Motor vehicle owner maintenance practices, Vol. I: Executive summary (PB-194 512). By the Transportation Research Div. of Intext, Scranton, for the National Highway Safety Bureau. 22pp.

Same title, Vol. II (PB-194 513). 206pp.

Tables for motor vehicle owner maintenance practices, Part I (PB-197 290) 496 pp. Paper, $6.

Same title, Part II. (PB-197 291). 586pp. Paper, $6.

Managing for effectiveness in research organizations (AD-718 820). By U. of Minnesota for the U.S. Navy. 27pp.

Equipment forecasting simulation models: facilities planning (RFP-1527). Dow Chemical for the AEC. 21pp. Describes a computerized modeling technique used to determine future equipment requirements, which also has application in manpower forecasting and determining purchase requirements.

Wood and log characteristics affecting veneer production (AD-719 618). By the Forest Products Lab of Madison, Wis., of the U.S. Dept. of Agriculture. 35pp. Describes physical and mechanical wood properties related to veneer production and use.

Environmental Law Abstracts, Vol. I (ORNL-NSF-EP-2). By Oak Ridge National Lab for AEC. 60pp. First volume of a new series designed to bridge the communications gap between scientist and lawyer.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1971—J. 432-034/25

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